

The National Future Farmer

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A Word With The Editor

Patriotism has been a part of FFA ever since the organization was formed. All official meetings end with a pledge of allegiance to the flag of the United States with all members and guests taking part.

FFA chapters are now being asked to demonstrate their patriotism in another way by helping restore the Statue of Liberty. A goal of \$20 per chapter was set, but chapters can contribute more if they wish.

The idea for such a campaign came from FFA members themselves—right from the floor of the National FFA Convention. The National FFA Officers and the Board of Directors gave further support at their meeting in January. They also approved extending the Statue of Liberty fund-raising campaign for FFA chapters to October of this year so all chapters will have time to participate. But don't wait until fall to get started. Your campaign should be conducted this spring so your contributions will be received by the national organization well before the October cutoff date.

As a general rule, the FFA organization does not participate in fund-raising projects. An exception was made for the Statue of Liberty campaign because FFA members believe so strongly in liberty, as symbolized by the statue.

The Statue of Liberty has long been a symbol of American liberty and also serves as a beacon of refuge for immigrants. It was given to the United States by France in 1884. The statue is the largest ever made, standing 151 feet high and weighs 450,000 pounds. In 1924, the statue became a national monument.

The right hand of the statue holds a torch, as most everyone knows. Perhaps less known is the fact that her left arm grasps a tablet bearing the date of the Declaration of Independence. At the feet is a broken shackle symbolizing the overthrow of tyranny.

Would your chapter like to have a small statue made from the original materials? If so, see page 20 for more details.

Wilson Carnes

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The Cover:

Cover Photo by Andrew Markwart
Students at James Wood High School in Winchester, Virginia, develop mechanical and problem-solving skills by working with tractors brought in by local farmers for overhaul and maintenance. (See story on Page 16.)

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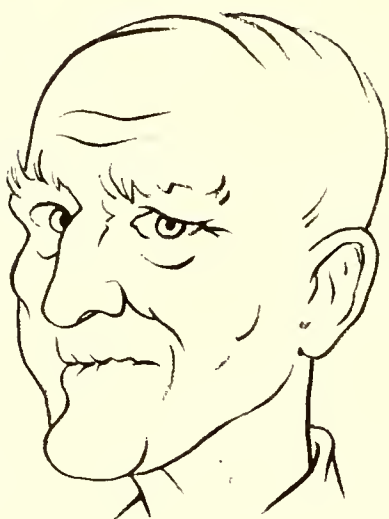
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The FFA News in Brief

CIBA-GEIGY to Sponsor Convention Audio-Visuals

A film of the National FFA Convention has been sponsored by CIBA-GEIGY. The project calls for the production and three-year distribution of a new convention film in 1986, and the filming of the national convention for the next three years in preparation for another film in 1989. CIBA-GEIGY will also sponsor the "FFA Today" video newsbreaks at the 59th national convention.

Musical Celebrations Planned to Salute FFA

A major musical concert event and a coast-to-coast tour saluting the FFA organization were announced at a press conference in Nashville February 21, 1986. The concert, dubbed America Salutes the FFA, will be held August 2 at Arrowhead Stadium in Kansas City, Missouri, and will feature top acts in country and popular music. The musical extravaganza is being produced by a group led by producer Bob Alexander, Earl Owens of Total Concept Representation, and Stan Kingma, Kingma Productions, all of Nashville, Tennessee.

The national concert event is being billed as a musical media celebration of the FFA and is designed to strengthen public awareness of the agriculture industry and its impact on the future of America.

The musical state tour, called the FUTURE OF AMERICA TOUR '86, will feature a variety of top country music artists and selected FFA performers travelling to a number of cities across the country. The state tours are being organized in cooperation with state FFA associations. The tour, organized by national FFA chorus director Stan Kingma and promoter Earl Owens, will begin in April and run through the summer of 1986.

European Travel Seminar for Alumni and Advisors

All FFA alumni and advisors are invited to attend the 1986 Alumni/Advisor European Travel Seminar being offered through the National FFA Center. The tour will begin at the Royal Agricultural Show in Coventry, England, the largest ag show in Europe with more than 600 acres of machinery and livestock. Travel and technical visits will be made

to Belgium, Holland, Germany, Luxembourg, and France. Call or write to the International Department at the National FFA Center.

FFA Supply Catalog Comes On-Line

The new items and prices from the 1985-86 Official FFA Supply Service Catalog have been entered on the Ag Ed Network. Local advisors can now order directly from the new electronic catalog.

By using the Ag Ed Network, chapters can place an order almost instantly and be certain their entire order is in the hands of the Supply Service order department. If you haven't received your Order Identification Number, call AgriData Network's Client Services department at 1-800-558-9044, or 1-800-242-6001 in Wisconsin.

1986 WEA/USIA Grants Announced

Grants are available from the United States Information Agency which will allow FFA members to spend the summer in Austria, Thailand, the United Kingdom, Italy, Japan, Kenya, or Hungary at a fraction of the normal cost.

Scholarships are also available in certain states from major agricultural businesses. For a complete list of scholarships and information on the USIA grants, call or write the International Department of the National FFA Center.

Stagg Named Director of Information for FFA

William F. Stagg has been named Director of Information for the National FFA Organization.

Stagg has worked at the National FFA Center since 1978 as Chief Photographer, Audio-Visual Specialist and Associate Editor of *The National FUTURE FARMER*. He is a graduate of Virginia Polytechnic Institute and State University.

As Director of Information, Stagg will plan, prepare and carry out the communications effort of the National FFA Organization which will include preparing publicity for the National FFA Convention in Kansas City, Missouri. Stagg will also have major responsibility for the FFA's booklets, public service announcements, audio-visuals, photographic services, and will coordinate the Food For America program.

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The Mailbag

Impressed with Magazine

I recently saw your publication in a local doctor's office and was impressed with it. We are ranchers and will soon have a son who will be in high school and involved in the FFA program. We would very much like to receive your publication.

*Mrs. Louis Smith
Deer Lodge, Montana*

Research Wanted

I read with interest your article on the sugar cane burning which occurs in Florida ("Raisin' Cane for FFA," February-March, 1986). As a southeast Florida

resident, I am extremely familiar with the thick black smoke which permeates our atmosphere during the harvesting season. The smoke causes breathing problems for allergy, asthma and lung patients. I feel that the sugar cane growers should conduct more research in finding ways to harvest green cane, eliminating the need for burning.

*Mark Schram
Fort Lauderdale, Florida*

Career Challenge

I read "The Changing Field of Veterinary Medicine" in your December-January, 1985-86, issue. Indeed, the field of

veterinary medicine is changing. Unfortunately, author Dennis Lepley missed the opportunity to relate the excitement and challenge of the changes in this fascinating profession.

It was unfortunate to quote a young veterinarian who "complains" that as a veterinary medical student "You make sacrifices and you miss out on a lot because you must spend so much time on the books." Since when is getting an education to pursue a career goal a "sacrifice and missing out on a lot?"

*B. C. Easterday, DVM, PhD
University of Wisconsin-Madison
Madison, Wisconsin*

Reactions to Letter

In the December-January issue a person wrote to say that he was embarrassed by John Cougar Mellencamp and Randy Owen when they wore their FFA jackets unzipped at the Farm-Aid concert in September. Obviously, these men have grown since high school and were not purposely being disrespectful. Whether or not their jackets from 18 years ago fit, they displayed their pride in the Future Farmers of America as well as in the struggle of the American farmer.

*Donna Larkin
Minooka, Illinois*

I would like to write a rebuttal to a letter in Mailbag on "Official Dress." I am the mother of three FFA members. It is a shame he was embarrassed with the entertainers for not zipping their jackets. I can't help but wonder, since both performers have been out of school for a while, maybe they could no longer "zip" their jackets. I think it is nice they are proud of their jackets and wore them.

*Barbara Wildschuetz
Batis City, Missouri*

I was shocked to read the letter in "Mailbag" ridiculing the performers appearing on stage at the recent Farm-Aid concert with their jackets unzipped.

Have you ever tried to move and dance to the beat in a zipped jacket? You will probably find it uncomfortable.

It's obvious that they wore their jackets unzipped for practical reasons. I think they did themselves, the FFA and their FFA jackets proud.

*Pam Carroll
Sequim, Washington*

The "Mystery Film" photo which appeared in the December-January, 1985-86, column of "Mailbag" has been forwarded to its rightful owner. Heidi Bailey of Ravenna, Ohio, saw the photo and called us with identification of the film.—Ed.

Send letters or notes with name, address and chapter to: MAILBAG, The National FUTURE FARMER, P.O. Box 15160, Alexandria, VA 22309. All letters are subject to editing.

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Underground Storage Tanks: Timebombs of Pollution

Thousands of underground tanks used to store gasoline, diesel fuel, and other chemicals, have been leaking their contents into the environment, according to Dr. Kirk Brown, soil physicist with the Texas Agricultural Experiment Station.

Brown estimates that there are over 2 million such tanks in the U.S., and their useful life is about 15 years. Some officials estimate that as many as 70,000 underground storage tanks are already leaking, and some 350,000 additional tanks could be leaking within 5 years.

The main cause for leaks is metal corrosion, which not only eats through the tanks but also destroys the pipes that connect the tanks to pumps and other equipment. Even a small leak can result in the loss of thousands of gallons of a liquid, polluting the groundwater or finding its way into adjacent streams, sewers, or basements.

Carnation Milling Division Sold to Manna Pro

The newly-formed Manna Pro Corporation has acquired Carnation Company's Milling Division. According to R.L. Young, Manna Pro's president, all operations will continue uninterrupted throughout the company's feed mills, supply stores, distribution centers and dealers nationwide.

Carnation's Milling Division has been a long-time supporter of FFA through the National FFA Foundation.

Food Is Still Big Business

Last year, the average American ate 1,431 pounds of food, about 50 more pounds than the year before, according to the U.S. Department of Agriculture. Every day, 238 million Americans ate 714 million meals. To do that, consumers spent approximately \$340 billion dollars last year for farm foods.

Who gets the money? Of each dollar spent, almost 75 percent went to what is known as the "marketing bill"—the costs paid to marketing firms after the food leaves the farm. The farmer received 27 cents from each retail food dollar which comprised his gross income.

Food prices have risen less than the general inflation rate in nine of the past ten years.

Surge Irrigation Saves Water

Two researchers at Kansas State University have found that a technique called "surge irrigation" uses from 30 to 50 percent less water than conventional irrigation methods.

With surge irrigation, water is applied to the field, shut off, then reapplied. The soil has time to soak up the water, and then the surface seals over. With the next "surge," water passes over the sealed first section. Using the technique, water gets to the lower end of the field sooner and is more evenly distributed.

Surge irrigation is particularly helpful in areas where soil has a high infiltration rate.

Irradiation of Food Gaining Acceptance

Experts say that more than 25 percent of the world's food harvest is lost to spoilage and waste. Food irradiation can prevent much of this, proponents of the technique say.

Irradiation is a process in which short wave length radiant (light energy) is passed through food, killing harmful microorganisms, insects, and other food contaminants. According to a recent *Doane's Agricultural Report*, acceptance of the procedure is increasing in the United States.

Currently used in 25 other countries, irradiation gained slow acceptance in this country when USDA classified it as a "food additive" in 1958. That classification required close FDA scrutiny.

Approval of irradiation was recently granted to prevent trichinosis in pork, and a final ruling from FDA on its use in fresh fruits and vegetables is expected this fall.

Now They're Eavesdropping on Plants!

Small microphones scientists strap to growing plants detect unique sounds that thirsty plants make to reveal when and how much water they need.

"The microphones and ultrasensitive electronic equipment are used to record high-frequency popping sounds emitted by corn plants," says USDA plant physiologist Dr. Edwin Fiscus. He has been "listening" to corn plants for the last two years.

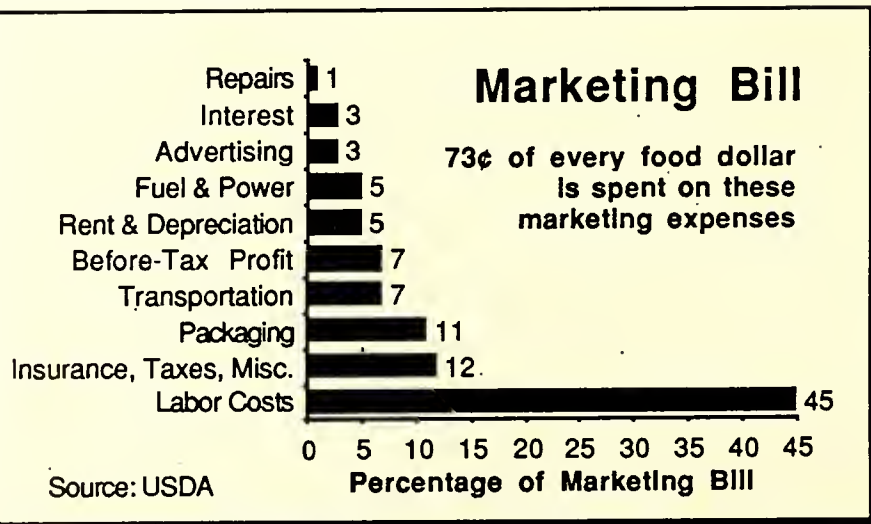
Fiscus monitors only the acoustics of certain cells—the ones that make up the xylem, or water tubes, that carry water and nutrients from the roots to the leaves. If the soil lacks water, the tubes fracture and emit popping sounds.

"These sounds may someday be used to tell farmers just the right time to irrigate," says Fiscus. "Such knowledge would save irrigation water and reduce costs of pumping the water to the fields."

U.S. Agricultural Exports Expected to Drop

American farm product exports are expected to drop from \$31.2 billion in 1985 to \$29 billion in 1986, according to USDA estimates. At that level, export value would be nearly \$15 billion below the peak of \$44 billion in 1981.

"Export value will slip because both prices and volume will likely fall," says USDA. Volume will be cut by continued strong competition from other exporting countries and large production gains by traditional importers. Increased Soviet crop output will further dampen U.S. export prospects.





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***Involvement, Management:
Key Words as You***

Reach For The Stars

By Bill Kelsey

THE scene is the Stars Over America pageant at the National FFA Convention. By a combination of expertise, hard work and dedication to a cause in which they believe, eight vo-ag students have worked their way to honored roles in the pageant as Regional Stars—Star Agribusinessmen or Star Farmers.

The band plays, the chorus sings, the flags wave, the spotlights shine, the slide presentations tell the individual stories of success, the excitement builds, becomes almost unbearable...

In times as tough for agriculture as most of us can remember, these young people have made it, to emerge as the cream of vocational agriculture for the year.

What special advice do our Stars have for those who would emulate their achievements?

When you talk to the four Regional Star Farmers about their lives, their farming operations, their hopes and aspirations for the future, and how their FFA experiences have worked for them, two key words dominate the conversation: "Involvement" and Management."

From Minnesota and Tennessee, from New York State and Idaho, the four young men shared the spotlight at the 1985 National FFA Convention as they waited to learn which of them had won the coveted title of American Star Farmer. Now, months later, they are unanimous in their advice to young men and women starting out on the trail they themselves embarked upon in their high school freshmen years.

Their advice is well worth heeding; each of them is already well established on a successful career path in production agriculture. They are making it, and they give a lot of credit for their success to their involvement in FFA activities of all kinds, and to the agricultural management skills they learned in vocational agriculture.

Mike Arends, Minnesota

When it comes to involvement in vocational agriculture, the record of the Central Region's 1985 Star Farmer—who also emerged as the national Star Farmer that night in Kansas City—would be hard to beat. Michael Arends, of Willmar, Minnesota, developed an early interest in farming and took as many vo-ag classes in high school as he could. He worked hard at his Supervised Occupational Experience program, was on just about every FFA team, was chapter sentinel then chapter president. In 1982, he won the national Agricultural Mechanics proficiency award and followed it—a rare achievement—by winning the national Crop Production proficiency award the next year. He crowned it all by taking the top Star Farmer spot in 1985.

And, at age 22, he's not done with FFA yet! He continues to serve the Willmar Chapter through the Alumni organization.

This involvement, says Mike, developed leadership and management skills that have been extremely useful to him in laying the foundations for his career. "Record keeping, goal setting and such exercises in the classroom really helped me a lot," he says.

Mike put his operation together on his own—his parents were not in farming at that time, although Mike's success spurred his father to start farming in a modest way last year. Mike began with a gift from the Willmar Chapter gilt ring—and a lot of encouragement from his advisor. Working for a neighboring farmer and in his father's mechanic's shop, he gradually generated enough cash flow to build up his operation to the point at which last year he worked more than 900 acres of corn, soybeans and wheat and ran a 340-head hog operation. This year he plans on working 1,200 acres—most of it Mike

expects will be rented land.

Of his accomplishments so far, and his plans for the future, Mike says: "A guy has to watch what he's doing, do a lot of pencil work and figure out what his bottom dollar is, and not go over that, so there's some profit in it. I guess management is the biggest key right now. You have to figure out your costs of fertilizer, etc., and not go out and buy brand new expensive machinery that you can't afford. You can figure out ways to get by with older equipment." Mike's own equipment inventory includes many different brand names and quite a few ingenious modifications to fit his own particular requirements.

In his sophomore year Mike got to attend his first National FFA Convention. "They were having the Stars Over America pageant and I looked up at those guys and said to myself, 'Boy, I'd love to be in that spot,'" Mike recalls. Five years later, he was! Now he remembers how nervous he was as the national officers huddled over the envelope with the name of the new Star Farmer. "But then, once President Steve Meredith called my name, my mind is a blank—I don't remember much about the rest of it."

Mike Arends had a great deal of support and encouragement to develop his SOEP into a viable commercial operation—from his advisor, his friends and his family. And—a switch from the usual situation—Mike later encouraged his father to start farming. He explains: "Dad decided to keep a few hogs and needed some corn to feed them. He'd not farmed in the past but we figured out the best way for him to do it—and now he's farming about 200 acres. I exchange use of my equipment for his labor on my farm. It works out real well."

Mike Arends believes in setting realistic goals, working hard to attain those goals, and then setting new ones for

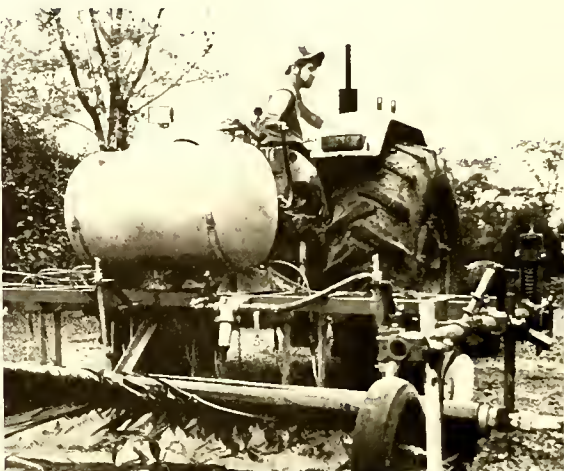
himself. Today he is well on the way toward realizing his current goal: owning his own farm of around 1,000 acres.

Scott Edwards, Tennessee

Despite all the challenges and uncertainties facing agriculture today, there could never be a better place to live and raise a family than on the farm. And if that farm happens to be in the beautiful rolling landscape of northeast Tennessee, with its lakes and mountain scenery as a backdrop, you are especially blessed, according to Scott Edwards, 1985 Southern Region Star Farmer.

He should know; he was raised near LaFollette, not too far from the Great Smokey Mountains National Park, and when eventually he has a family of his own, that's where it will be. "I've lived here all my life; I'm going to live here for the rest of my life," he declares.

Scott Edwards



Scott's goals for life, in addition to raising a family in what he considers is the best place in the world, are straightforward but demanding: acquiring another 150 or so acres of land on which to produce corn, hay and tobacco and to milk about 75 head of his beloved registered Holsteins.

There seems little doubt Scott will achieve those goals. He started with one cow, a gift from his father. Now, ten years later and still only 22, he already grows 145 acres of crops and his Holstein herd numbers over 50 head. He also hauls cattle and tobacco, is a partner in his uncle's general merchandise store and custom tobacco seedbed sterilization business and covers a five-county area as local sales representative for American Breeders Service.

His off-farm enterprises have made development of his dairy herd financially possible. They've kept him busy working long hours, but he also found time to get involved in several cattle and dairy associations and other organizations.

It's the kind of involvement that stems from his vo-ag days in high school. As

(Continued on Page 26)

Mike Arends



What is Leadership?

Knowing the basics of leadership can get you started and the rest is up to you

IT'S 6 o'clock on the night of the chapter banquet. The room still hasn't been arranged, the decorations haven't been put up, and everyone is standing around with their hands in their pockets waiting for something to happen. Finally you say to a friend, "Hey, if we're gonna have this place set by 7:30, we'd better get moving. I'm not sure how to go about this, but we've got to do *something*."

As the two of you begin to work, others ask what they can do to help. You begin to get the ball rolling: "John, why don't we set up a line of tables over there, and Chris, you're good with the decorations, how about taking charge of the banners and centerpieces?" Suddenly you've assumed an informal leadership position and you're taking charge.

So, what is leadership, and how can you tell if someone is a leader or not? For that matter, how can we identify and develop leadership skills in ourselves? What exactly is the *essence* of leadership?

Unfortunately, many "leaders" in our society today are chosen on the basis of popularity, not leadership skills. Leadership is sometimes mistakenly defined by the level of office held or the number of awards won. The true essence of leadership is the *ability to motivate and direct individual efforts of others to accomplish a common goal*.

Leadership requires the combination of many skills. Let's take a look at the most essential ones.

Be Yourself

Being a leader begins with being yourself. You are special because you have

strengths, interests, abilities and goals that make you unique. Ronald Reagan, Mary Lou Retton and Bruce Springsteen are all great leaders in their own fields because they have found something personally enjoyable and fulfilling. Springsteen in the White House, Reagan on the balance beam and Retton singing on stage would all be miserable failures. Like them, the key to leading is identifying *your* interests and abilities and applying them to your life. Being yourself is the first step to greater self-confidence.

Listen To Others

As the old saying goes, "We've got two ears and one mouth, so we should listen twice as much as we talk."

Listening is vitally important when working with others. Be open-minded to new and different ideas. Your ideas may be good, but they may not be the best. Listening effectively and providing personal encouragement can draw people out, making them feel a genuine part of a unified team effort. Where there is unity, there is action.



When working in committees or small groups, letting your personality show through will put others at ease.

Cooperate

As in a game of tug-of-war, everyone on the team not only has to give their best effort, but all must pull in the same direction. You need to be able to work cooperatively with others if you are to lead. Take a genuine interest in how people feel and give them credit when they are successful. That will motivate them and they will want to work with you even more. As they become enthused and motivated, they will associate their success with you.

Leaders aren't appointed or proclaimed, they emerge as a result of respect from other people. You can achieve great things if you don't care who gets the credit for success.

Take Action

An old Chinese proverb says, "He who waits to be absolutely sure before taking the next step spends life on one foot."

In your role of the emergency banquet organizer mentioned above, you had to do what all leaders must eventually do: take that first step toward *action*.

Initiating action can be uncomfortable because there are no guarantees of success. You must be prepared to take risks, and that uneasy feeling of not always knowing how things will turn out is just part of the excitement. The fear of failure has slammed the door on many great ideas.



To accomplish any large task, such as building a toolshed, group cooperation is essential.

Express Yourself

The ability to understand and express the feelings of a group to others is another mark of a good leader.

For example: A proposed tax increase

for your school system has just failed and, as a result, the school board is meeting to decide what programs have to be cut back or eliminated. The next item on the agenda is vocational agriculture. Your chapter has shown up to voice support for the program and you instinctively raise your hand. "Mr. Chairman. My name is Audrey Parker and I'm a member of the FFA. I urge you not to cut vocational agriculture at our school because of what it has done for so many of my fellow students. Let me explain..."

Overcoming the nervousness so common in public speaking will set you apart as someone with the character to speak on behalf of others. That is why a major objective of the various FFA public speaking contests is to strengthen your self-confidence and prepare you for those moments when you have something important to say in front of a group.

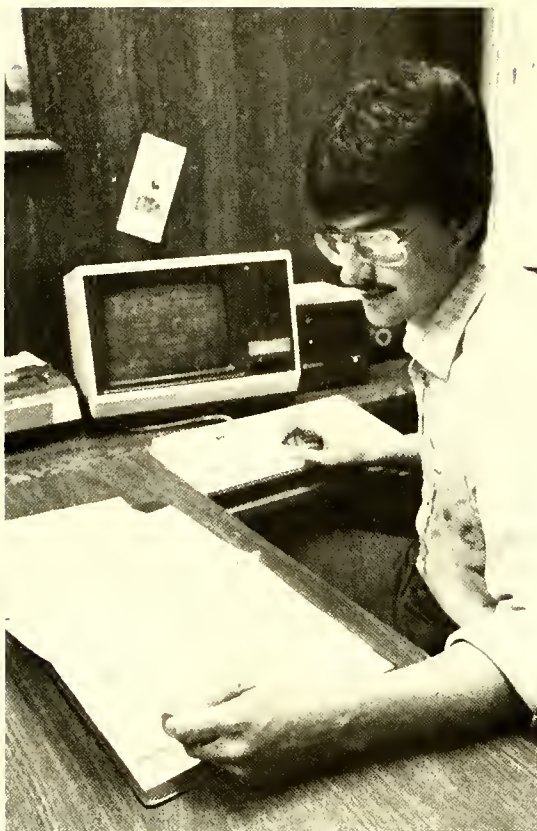
Know When To Follow

We've all heard the one about too many chiefs and not enough Indians. Everyone wants to be in charge, but no one wants to follow. There will be times when you will lead the group and other times when it will be your turn to provide support to the efforts of others. You will still lead by your example and you will have the opportunity to see how other people lead. Often we can learn from someone else's successes or failures. The important thing is to join in.

Being a good leader is like getting good grades, it takes time and effort, and it is equally rewarding. When opportunities such as new committees, group discussions and chapter meetings present themselves, take action and get involved. The key to leadership is getting started. The rest will follow. ●●●



Whether it be with a group of friends or in front of the classroom, having the ability to say what you feel will gain you respect from others.



Future Farmers Face Credit Crunch

Current hard times within the Farm Credit System underscore deep-rooted challenges in the farm economy. Will it hamper some future farmers' chances of getting into farming?

By Michael Wilson

YOUR dad may have gotten his first farm loan with them. In fact, you may already have done business with them yourself. But Production Credit Associations (PCAs) and Federal Land Banks (FLBs) across the nation have suffered serious setbacks in the last 12 months. Their financial upheaval is a telling sign of the current credit crisis that has endangered both farmers and lenders. What's more, the crisis may make it even tougher to get into farming in coming years.

PCA supplies short-term operating loans to farmers, while FLBs offer long-term loans to buy farms and farmland. Both are part of the farmer-owned Farm Credit System (FCS). The FCS is the largest single source of credit to U.S. farmers, accounting for \$66 billion of the nation's \$210 billion farm debt. In addition, other farm lending institutions such as commercial farm banks and Farmers Home Administration (FmHA) are also under stress.

The credit crunch is deeply tied to problems facing many farmers. Low commodity prices have curtailed farm income over the last few years, making it more difficult for farmers to repay loans. Yet, interest rates on many loans continue at high rates.

Secondly, falling farmland values have caused collateral for loans to shrink. For example, when some farmland sold for \$3,000 per acre in the late 1970s, a farmer who owned 100 acres could claim \$300,000 of assets as collateral. Now, the

same land may sell for only \$1,500 per acre. Thus, that farmer's assets have dropped by \$150,000, causing a drastic reduction in borrowing or re-financing power.

When the bottom fell out of land values in 1980, both farmers and borrowers were left holding the bag. Many farmers have been forced to sell out because they could not keep up with debts.

The loss has also impacted FFA members and young potential farmers. As a result of current problems, some may have become gun-shy of starting a career in farming.

New Rules

For those who plan a career in production agriculture, the current credit crisis may mean a new set of rules. For one thing, expect less priority on special state or commercial lending programs that help new farmers, says Dave Lins, extension agricultural economist at the University of Illinois. In addition, Lins says the losses sustained by FCS and other farm lenders will likely mean continued high interest rates in the future.

"Once the situation in agriculture turns around, lenders still must build up their reserves," he says. "That may mean that solid farmers will take up the slack by paying higher interest rates to make up for losses."

What will new farmers need to survive in farming? For one thing, farm lenders will need more specific financial information from borrowers, in order to make credit decisions.

"Future farmers will need to become better record keepers," says Lins. "Lenders will insist on detailed balance sheets and cash flow statements."

Lins says FFA members expecting to take a shot at farming should pay special attention to accounting and record keeping classwork in high school. Those skills could have a big impact on the success of a loan application someday.

No Warning

The FCS troubles unfolded with little, if any, warning last year. Even as farmers went to their fields to plant crops, Farm Credit Administration officials continued to believe that their system had adequate reserves to weather losses without federal help.

By June, what were tiny leaks in the dam had become gaping holes. Federal Land Bank borrowers in some areas of the country were faced with a boost in interest rates, as real interest rates elsewhere tumbled. The interest hike resulted when FLB tried to cut bad loan losses by boosting rates to other borrowers. Elsewhere, PCA stock was "frozen" to hold back a massive bailout and breakdown of the system.

By August, Farm Credit Administration officials had reassessed their position. Losses for 1985 were estimated between \$350 to \$400 million. Officials began to admit that billions of dollars from the federal government were needed in order to save the system.

Two months later, FCS revealed that its system-wide losses for the third quarter

alone were \$522 million. By the end of 1985, the level of non-accrual loans (on which payments are not currently being made) had reached \$5.32 billion. This amounted to 8 percent of total loans, up from 2.2 percent a year earlier.

Federal Help

Without federal assistance, FCS officials feared they would have "no choice" but to take steps to preserve the capital positions of FCS banks. That included accelerating collection of delinquent loans, increasing the rate of foreclosures, seeking to sell acquired properties in an already depressed real estate market, and raising interest rates to farmer-rancher borrowers.

Meanwhile, borrowers began to take measures to help themselves. In several states across the midwest, many voted to consolidate PCA and FLB offices and manpower to save money. The new institution works from a larger loan base, with a new name: "Farm Credit Services." A small handful of PCAs and FLBs voted not to join in the merger, and now operate independently.

The consolidation has helped. But most ag experts agree that this move was more a signal of good intent to lawmakers in Washington, D.C. In December, congress quickly passed farm credit assistance legislation.

The legislation itself does not call for a specific amount of money to be "given" to the Farm Credit System. However, it does call for an "open-ended" line of

credit from the Treasury Department, if internal sources run dry.

The bill also provides financial "warehousing" of non-performing loans and acquired property. It establishes something called the "Farm Credit Capital Corporation," to funnel funds to farmers in need.

The bill also details the restructuring of the Farm Credit Administration. It strengthens FCA as an arms-length regulator with cease and desist powers that would put it more in line with similar financial regulators. FCA will be governed by a full-time, three-member presidentially-appointed board.

Outlook: Certain To Change

Will the Farm Credit System survive? Very likely yes, especially if consolidation measures work as expected. The restructuring may have already spurred more confidence in the system. Immediately after the bill was signed by President Reagan, nine PCAs in the Omaha, Nebraska, district reversed an earlier novote and approved a move to consolidate the holdings of all PCAs into one district-wide association. A freeze in Iowa PCA stock was lifted as of January 1, 1986.

According to USDA analysts, severe debt repayment problems will continue through 1986 for at least one out of every ten farmers. However, well over 80 percent of farmers with moderate to low debt loans should do well this year, despite another expected drop in net farm income.

That bit of good news is based on USDA's prediction of a slowdown in plunging farmland values. U.S. farmland fell 13 percent in 1984 and another 8 percent in 1985. But that figure may slow to only 4 percent this year, signaling a potential turnaround in the overall farm economy.

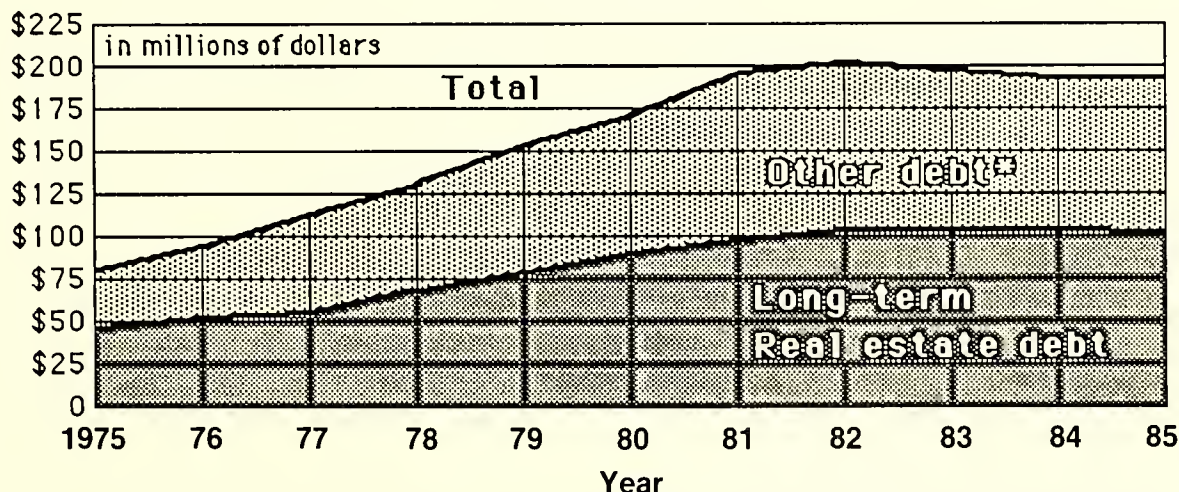
Farm credit problems may be slowing as well. According to Peter Heffernan, economist with the Federal Reserve Bank of Chicago, farm loan demand in several midwest farm banks fell sharply in the last three months of 1985, leaving many banks with a surplus of funds available to lend to farmers.

Hopeful farmers may find a silver lining in the current farm economy as well, says Dave Lins. "Some lenders, such as Federal Land Bank, may be acquiring quite a bit of property in the next three or four years," he says. "They may have a need to find farmer-renters if the market to sell that property hasn't come back yet."

"These lenders may then be looking for young operators as tenants," continues Lins. "That experience might provide a young farmer with an inside track in someday getting financing to buy that land."

"Tenants have a much more optimistic future than owners of land over the next four or five years," Lins concludes. "That's one very positive sign for young people who may be coming into agriculture." ●●●

U.S. Farm Debt



*operating costs such as feed, seed, fertilizer, machinery
source: U.S. Department of Commerce

Mechanically Inclined

One of the most popular classes in vocational agriculture is ag mechanics. What's all the fuss?

By Bill Stagg

Photos by Author



THE next time you walk through a high school ag mechanics shop take a good look around. What do you see? Welding equipment? Drill presses? Oxy-acetylene cutting torches? Maybe a dynamometer?

Now look at the students. What are they doing? Rebuilding a diesel tractor engine? Assembling a custom-designed gooseneck trailer? Maybe just spotwelding a tin funnel?

What's going on here?

Some students are simply trying to learn a few basic skills that might come in handy around the home or the garage. Still others are getting advanced training in diesel mechanics or electronics. But is that all?

Don't you believe it.

Ask any ag mechanics instructor what goes on inside his shop and you'll quickly learn that what you see in the shop is not even half of what you get.

Of course, a formal curriculum is offered: Small Engine Repair, Farm Structures, Woodwork and Carpentry, Farm Power and Machinery—the list is impressive. And the expected skills are taught: use of hand tools, wire and arc welding, concrete and plumbing, and much more.

But the dynamics of the ag mechanics program are not found in the names of the classes or in the inventory of tools and equipment. There is a bit more to it.

A First-Class Program

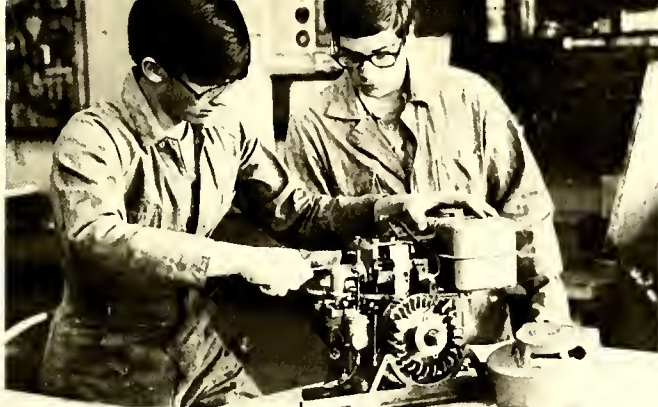
Jim Schulze teaches vocational agriculture at Troy High School in Troy, Missouri. His team took first-place in the agricultural mechanics contest during the 1985 National FFA Convention. Troy students have entered their shop projects in the state fairs for the past 18 years—and won them all.

"We've been lucky," says Schulze. "Last year we had the grand champion project with a 16-foot gooseneck trailer and the reserve champion with a 16-foot-high hydraulic wagon."

Lucky, maybe, but Troy has an undeniably first-class ag mechanics program. Where did they get it?

"The first thing you need to do is tie

The National FUTURE FARMER



Left, troubleshooting and analysis of small gasoline engines train students in deductive reasoning process. Below, woodworking projects develop appreciation for exacting measurement and thorough planning.

the program to the needs of the community," says Bill Jeskey, ag teacher at Cascade Union High School in Turner, Oregon. According to Jeskey, a mechanics program must respond to the vocational needs of the community. If there are many farms, tractor maintenance is the way to go. If the area has some light industry, welding and sheet metal work may be called for.

Local support can open doors. "We have different people in the community donate things to us and sponsor different activities, like going to national and state conventions," says Schulze. "We have a lot of community support."

PFLEGER: "Right now, with our technology changing so rapidly, the mechanics are almost becoming engineers."

Dale Drees, ag mechanics teacher at Southland High School in Adams, Minnesota, agrees: "Every year we have a project to build and we try to make it a community project. We try to work it in with our BOAC committee." Drees' FFA chapter has built a shelter for the local park and a garage for the nursing home in town. "They provide the materials, we provide the labor and tools," he says.

But beyond the financial support, the building, the equipment and a qualified instructor, the key ingredient in a successful ag mechanics program comes down to the person it is designed to serve: the student.

"I'd say a top-flight program has to have dedication; the students have to want to learn," says Gary Pfleger, instructor at New Salem High School in North Dakota. "But you have to fire them up."

How does he do it? "We have them bring in junk stuff—an engine that won't run, or electric motors that are shot," says Gary. "We go in, tinker around with it, look at the basic parts and then clean it up and see if we can identify the problem. Sometimes we get over half of the junkers running and it really gets the students fired up to work hard on something that's more valuable."

"I think that's one of the things that turned me on to the vocational agriculture program—the hands-on approach," says Neal Harrell. "I found out I was kind of a tinkerer and that I liked to play with things to see what made them work." Harrell tinkered his way to top individual honors in the national ag mechanics contest during the last National FFA Convention. A graduate of the ag program at Troy, Missouri, he discovered what top ag mechanics instructors have been using all along to "fire up" talented students: contests.

"It gives them a chance, number one, to excel and have a lot of pride," says Neal's former ag teacher, Jim Schulze. "Then the younger students see this and realize that they are no different than the older ones, and that if they develop their skills, they'll have a chance to exhibit them in a contest. It just develops a lot more pride; they try to do a better job."

And the contests are no cakewalk. A lot of time and hard work goes into preparing for the competitions, time that underscores the classroom instruction and stretches it to limits not possible within the confines of an hour-long school period.

"The level of competition is the best thing for these kids," says Schulze. "They're going out in the world of work and will have to compete every day for a job, and, if they get a feeling that they can compete with other students their own age, when they get out and become adults they'll feel they can carry through and make it."

Image Problem

For all the acclaim that ag mechanics receives within the educational system, there are still those who perceive it as a course where students who can't hack it academically go to get some minimal skills that will enable them to find a job after graduation.

"Quite honestly, I get kind of angered at that," says Harrell. "That's one of the things that always went through our high school. There was the impression that we always went to shop class and goofed off for two hours a day. I never felt that way at all, it was probably one of my more enjoyable and challenging classes during the day."

Instructor Gary Pfleger agrees with

Harrell: "I'd say that attitude is 50 years behind the times. Right now, with our technology changing so rapidly, the mechanics are almost becoming engineers to work with some of that new stuff. They can't just look at something and tell it's wrong, they have to think of why it works and figure out what's wrong. It can't be just hands-on anymore."

Many instructors now see mechanics as an ideal discipline that trains a student's mind as well as his hands.

"Students get a very good understanding of the principles of how things work and a good basis for skill development," says Dale Drees.

"I think a lot of it is logic," adds Gary Pfleger, "that they can solve a problem, first of all. They learn to take it apart and go through different steps to a solution."

Everyone Wins

No one believes that every student coming through an ag mechanics program will use all of the skills he has learned during high school. But there are some things that will be universally applied.

"I would like to think that all kids that get out of high school are able to do two things," says Jim Schulze, "and one is to be able to communicate. We get that through the FFA. The other is to be able to solve and to cope with their problems, and I think the mechanics program helps them do that so well and gives them a degree of success and security."

Neal Harrell, now a sophomore at the University of Missouri agrees. "I would have to say that the thing I do most now is use my head before I do anything. It's helped me in school and out of school. It's become part of my reasoning process, cause and effect, thinking about things before I go and do them."

Like so many before him, Neal Harrell has become mechanically inclined. •••



Living To Serve

By Bill Stagg

WHEN you first meet Rick Malir, you come away impressed. He dresses well, understands the world around him and seems to be following a carefully crafted life plan. He has all the articulation and urbanity of someone born and bred in the city. Only he wasn't.

Rick's home outside Wilson, Kansas, is about as un-urban as you can get. For 21 years he has lived on the family's wheat and milo farm with his father and mother, Gene and Fran Malir, and his older sister Nancy.

He attended Wilson High School in town as one of 75 students. With only 19 seniors in his graduating class, it was inevitable that he played eight-man football—both ways.

Despite its lack of size, Wilson boasted 30 members in its vo-ag program, a program that was predominantly production oriented with a strong dose of mechanics thrown in. And it was the welder that hooked young Malir.

"The only reason I enrolled in vo-ag when I was a freshman was to learn how to weld in shop, and FFA was nothing more than 'that club in blue jackets,'" says Malir. "But after a couple of months of seeing what FFA did, I really became interested and decided to become active in it."

Rick's first shop project was a simple funnel, but he quickly progressed as he tackled a hog carrier for a three-point hitch his freshman year. Then his interests broadened.

"As I went through high school, my interests started to change a little and I began to get into the leadership aspect more," he says. A modest understatement, to be sure. Aside from serving as president of the Wilson FFA Chapter, Malir was president of the student council, team captain for varsity football and vice president of his junior and senior classes.

Meanwhile, he had served a year as a district FFA president and was elected state FFA president for Kansas in 1983 while a freshman at Kansas State University. Malir was a man on the move.

By the time he found himself a candidate for national office at the 1985 National FFA Convention, he had developed a pretty good idea of why he was in the race: "If you run for the award and not the duty, you're going to be a very unhappy person for a year. That's why I always ran for the duty," he says. "I was influenced in FFA by the state and national officers and I wanted to do the same for other members as well."



As a young Kansas high school student, Rick Malir signed up for vo-ag to learn to weld. Through FFA, he has learned to serve.

For Malir, keeping his identity was paramount. "I just tried to be myself and let them know who Rick Malir was. I figured that if I was elected and I'm not Rick Malir that week, I'm jeopardizing the organization because I'm not giving them who I am. And if I weren't elected because I wasn't being myself, I would have been jeopardizing Rick Malir."

A National Perspective

Since assuming duties as national president for FFA, Malir has given more than 12 TV, 60 radio and 25 newspaper interviews. As spokesmen for FFA and vocational agriculture, Malir and his five fellow national officers have a unique chance to reach a national audience with their messages.

MALIR: "I wouldn't be standing there in a blue jacket planning to go into the agriculture industry if I didn't strongly believe in it."

"The top challenge we have when dealing with the public is the image they have (of FFA), that it's an organization that trains people to learn how to farm—to go back to the farm—and that's just not true anymore," says Malir. "If we can get across the image of FFA as being a total agricultural program, we can get the support of the urbans and the farm sector a little more effectively. The reason I say the farm sector is because many farm parents may tell their kids 'don't go into vo-ag or FFA because I don't want you to get into a loser occupation like farming.' And that's where I think the image problem needs to be directed back

to ourselves a little bit. We need to tell that ag sector that we train for all aspects of agriculture and that a student isn't going to be a loser or in a loser occupation when he gets out of high school or college."

The Vo-Ag Program

With agriculture in a state of transition, Malir sees major implications for the vo-ag program. "The ag industry is going through so many changes right now, there's no doubt about that. The strategic planning for FFA that is going on now and the study of vocational agriculture by the National Academy of Sciences are going to give us some direction for where we will be providing our programs and placing our emphasis. I see more adaptation a couple of years down the road toward agribusiness, marketing, sales and technology."

It is this prospect for change that keeps Malir optimistic about what he's doing in FFA. "I always believed in leadership through example and I wouldn't be standing there in a blue jacket planning to go into the agriculture industry if I didn't strongly believe in it."

But beyond the career development, Rick sees FFA as providing a unique experience to students on a personal level, and he cites himself as a prime example.

"I feel a strong desire to serve the organization because of what it's done for me. It took a somewhat shy, somewhat overweight freshman in high school and transformed him into someone who enjoys speaking with people and has a sincere desire to be successful. I want to do that for members as well, and I think vocational agriculture can do that for you if you let it." ●●●

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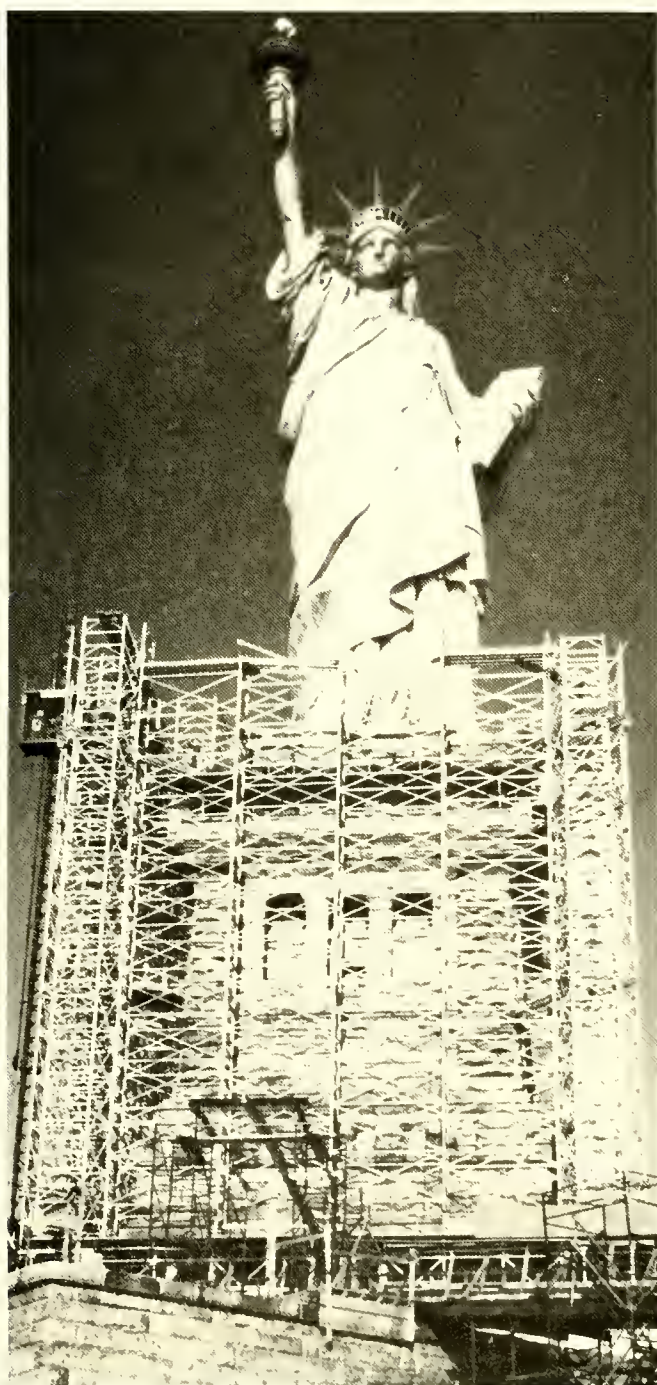


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"Secure a Place in History"

In an extraordinary display of sentiment and pride, Americans are supporting the national effort to save Liberty. FFA chapters are also doing their part.



As construction workers labor to restore the Statue of Liberty to its original brilliance, FFA is continuing its efforts to raise funds to help pay the enormous expense of The Lady's repairs.

FFA's fundraising campaign, "Secure a Place in History," was officially extended until October 28, 1986, and with over \$10,000 raised since October, 1985, the FFA is looking forward to increased chapter participation and record-level contributions this year.

The goal of the campaign is to have each of the nation's 8,207 FFA chapters contribute a minimum of \$20.00, an average of 38 cents per member. An idea packet containing fund-raising materials was mailed to all chapters last September.

A 21-1/2-inch bronze replica of the Statue of Liberty, made from authentic materials removed from the statue during restoration, will be awarded to the chapter who contributes the most funds per member during the campaign. The replica, valued at \$900, will be exhibited in the FFA Hall of Achievement in Alexandria, Virginia, until it is awarded to the winning chapter. A special ceremony will be held at the 59th National FFA Convention to present the bronze replica to

Rick Malir, national FFA president: "This could be the most important service project in which we participate."

that chapter. Additional awards recognizing other levels of chapter participation are being developed.

Wisconsin is the present state leader in chapter contributions with over \$2,500 turned in thus far. The Wyoming state association alone has contributed more than \$500. A ledger containing a list of all contributing chapters and the amount of funds each has raised will be displayed in the lobby of the National FFA Center throughout the year. A special list of the top ten contributors will also be on display.

In a letter to FFA state officers, National FFA President Rick Malir said, "This could be the most important service project in which we participate. It gives us an opportunity to express our patriotic ideals to fellow Americans."

Contributions should be sent to: National FFA Center, c/o Statue of Liberty, P.O. Box 15160, Alexandria, Virginia 22309. ●●●

A restored Statue of Liberty, holding her new torch with its gold leafed flame, and with the spikes on her crown repaired, gazes forth free of the 300-ton scaffolding that had enveloped her from April, 1984 through December, 1985. Photo shows the scaffolding still in place around the statue's pedestal. Photo by Nick Cerulli.

Student Farm is Missile-aneous

By Herm Nathan

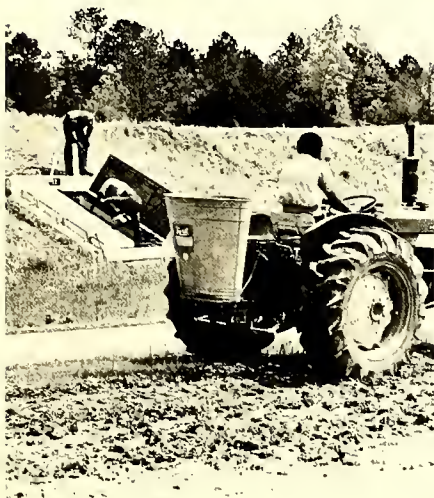
TURNING swords into plowshares has taken on a modern-day meaning in Bellevue, Louisiana. A former U.S. Army missile base there has been converted into an agricultural training center!

At the Bellevue Vocational-Technical Center, high school students learn basic agriculture, butchering, food processing and several other skills. And like the pork producer who uses every part of the hog but the squeal, Bellevue has made good use of everything the government

The Bellevue Vocational-Technical school, located on an abandoned missile base, has "launched" hundreds of students into agriculture.



Grounds are now planted with many crops. In background (behind high wall of dirt) is a former missile site now filled with water and catfish. Penetrating this structure is a bunker now closed because it's filled with water and snakes.



left behind when it sold the Nike-Hercules missile site for the sum of \$500 to the Bossier Parish School Board. Bellevue serves 193 high school students who live in the communities of Brenton, Haughton and Rocky Mount, located in north-eastern Louisiana. Students attend the vo-tech classes for a half-day and then their regular high school for the remainder of the school day.

"The old command post is now our butchering and meat-processing center," says Myron Russell, the school's principal. "And the 14-acre strip between the two fences makes an excellent pasture for our cattle."

The other buildings have likewise found new uses. The guard towers now store grain, the old barracks serve as classrooms, and the building that once held missile warheads is the school's machine shed.

Launching New Careers

The missiles are gone, of course, and now the two huge concrete launch pads are "launching" young students into careers in aquaculture, thanks to a clever conversion.

"We added tons of fill dirt and made them into fish ponds," explains one of

the students. "We stocked them with catfish and they turned out to be one of our most profitable projects."

There's nothing "fishy" about the school's finances, though. Thanks to those catfish ponds and a variety of crops and animal herds, the center is virtually self-supporting.

Most of the repair and maintenance work is done by the students, who also built the cattle pens, feedlots and green-houses.

The grounds are planted in rows of crops: beans, peas, tomatoes, peppers and corn. Christmas trees—1,500 Arizona cypress and Virginia pine—and fruit trees are raised for resale. About one acre is devoted to sugar cane. All of this is virtually self-supporting.

The only parts of this unusual "campus" that haven't been put to use are the underground missile bunkers. "They're full of water—and snakes," says Myron Russell. "Someday we'll figure out a way to use them."

When those bunkers are drained, and the snakes "expelled" from the school, the conversion will finally be complete. And visions of mushroom clouds will be replaced by a crop of mushrooms! ...

A launch pad formerly used for missiles is now one of two ponds stocked with catfish. This is just one example of how a vo-ag program can be creative and use land and buildings for education.



Have you heard the the Japanese engine Arkansas farmer?



Yamaha is a sponsor of Future Farmers of America.

one about eer and the

We didn't think so.

Actually, in May of 1984, two Yamaha employees from Japan did travel to Arkansas.

Not for much-needed vacations but for much-needed work.



Our 4-wheelers really let you haul, courtesy of a heavy-duty trailer hitch and front and rear racks.

To find out how American farmers did their farming. And how Yamaha 4-wheelers could help them do it better.

And in the process, our Development Engineer and Product Planner discovered many things. And incorporated them into each and every machine we make.

Our people learned just how agile and maneuverable farm equipment had to be. And so, both our YFM225 and new YFM350 have remarkably small turning radii. Eight and a half feet to be exact.

Our people also learned

about traction. Or lack of it. And as a result, every Yamaha utility 4-wheeler comes with heavy-duty front and rear suspension as well as high-flotation balloon tires. The kind that not only adhere to the ground, they're the kind that don't ruin it either.

And because our machines have four wheels, the front tires travel in between the rows — instead of over them.

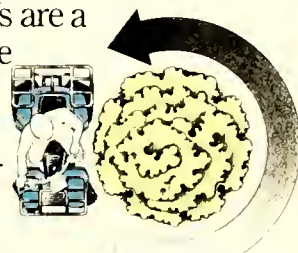
Of course, a farm vehicle isn't much good if it doesn't have enough power to get around the farm. So both our electric-starting YFM225 and YFM350 are built with torquey, overhead camshaft engines. Along with a unique dual-range transmission that gives you ten forward gears.

That way, if you need lots of pulling power, you've got the five lower gears. If you need lots of top end power, you've got the

upper five gears. And if you want to turn around, you're still covered. There's a reverse gear that can be selected from any forward gear.

So, in effect, you've got a machine that'll do everything a larger, more "traditional" farm machine will do. Only Yamaha's Moto 4's are a

lot more agile, more maneuverable and obviously far more economical.



Both our YFM225 and YFM350 have the smallest turning radii in their classes — a scant 8½ ft.

But of all the things that impressed our Engineer and Product Planner, the most revealing was this: Farmer's hours aren't banker's hours. So we not only had to make our 4-wheelers powerful, they also had to be capable of working 24 hour days.

And they are. Thanks to a maintenance-free Capacitor Discharge ignition, enclosed shaft drive, dual headlights and a special oil cooler on our YFM350.

Which isn't to say that Yamaha 4-wheelers are only to be used for working. They're also a heck of a lot of fun to ride.

YAMAHA
We make the difference.



Right, 29 national proficiency award winners line the stage during ceremonies at the national FFA convention in Kansas City. Foundation sponsorship makes possible a host of award programs for FFA.

Below, Bernie Staller, executive director of the National FFA Foundation signs the "check" pledged by past Foundation chairman, Carl F. Gerhardt, representing the \$2.3 million raised during the 1985 campaign.



Your Foundation Dollars at Work

The hand of the National FFA Foundation touches virtually every activity in the chapter program. Though seldom seen, the Foundation sponsors are the solid backers that help make FFA possible.

HOW good are you at raising money? You've probably knocked on your neighbors' doors at least once or twice to raise money for your FFA chapter.

How much did you raise? \$50? \$100? How about \$2.3 million?

That's how much money the National FFA Foundation, Inc., raised on behalf of its clients—434,000 Future Farmers of America—last year. That's more than \$280 raised for every FFA chapter in the nation.

Behind these dollars are the hundreds, even thousands of businesses and individuals who believe in FFA enough to contribute cash and resources for FFA awards, programs, and scholarships. The FFA Foundation receives donations of \$1 to \$200,000 each from farmers, agribusinessmen, corporations, concerned citizens—just about anyone who cares about the future of agriculture.

It's easy to take the FFA Foundation for granted. It often goes unnoticed in the excitement of FFA contests or degree ceremonies. But without it, the FFA would operate like a car without an engine.

Sure, the FFA jacket would still exist. You could still work on your SOE program. But the opportunities and incentives to learn and compete in contests would disappear. With no awards, contests, programs, or scholarships, the FFA might be a hollow organization to belong to.

Instead, the Foundation provides money to recognize outstanding FFA members in BOAC, chapter awards, safety awards, judging contests, proficiency areas and computer achievements. It provides materials and funds for the American Farmer degree, Food For America, academic scholarships, FFA Week, leadership conferences, and WEA trips around the world. In fact, over 70,000 FFA members at local, district,



state and national levels receive Foundation-sponsored recognition each year.

Why Sponsors Support FFA

Many FFA sponsors have been contributing thousands of dollars to the Foundation for several years. What makes a company or individual give so much, so long, so often?

"Many sponsors do hope to receive recognition, and that sponsoring would come back in revenue as FFA members become customers at some point," says Lu Achilles Wall, who headed the Foundation sponsoring committee in 1982 when she worked for Hesston, Inc. "But even more importantly, it's just unselfish giving. Many consider it an investment in humanity."

Bernie Staller, executive director of the National FFA Foundation, agrees. "It isn't just that people give us more money even in times of economic hardship," he says. "These companies must consider their investment in FFA to be worthwhile, or they wouldn't be doing it. Company officials often say that FFA attracts the kinds of people they're interested in."

Changing With the Times

In the past few years, the Foundation has funded new programs to better fit the changing interests of FFA members. A year ago seven new proficiency awards were added to the fold, bringing the number of proficiency award areas to 29. Now you can earn recognition in everything from flowers to forage crops.

Mr. Staller notes that there are more programs and awards available now in non-farm, non-production areas, like the Computers in Agriculture award and the

new forestry contest. He also says the Foundation helps provide more public relations materials that tell the FFA story to the general public, such as the National Public Service Announcement (PSA) campaign, and a new public relations handbook for chapter advisors.

There has also been more Foundation support for other areas of vocational agriculture education, such as the National Postsecondary Agriculture Student Organization (NPASO), the National Council for Vocational and Technical Education in Agriculture, and the National Vocational Agricultural Teachers Association (NVATA.)

The Foundation-supported Ag Ed network, a computer information service, provides nearly 1,000 lessons for a teacher to use, plus a daily news commentary for every day of the school year. Nearly 700 schools are on line.

Thanks to You...

What can you, the average FFA member, do to keep this overwhelming support growing? For one thing, you can help your classmates learn about the special role the FFA Foundation plays in supporting FFA activities.

Gary Mariele, vo-ag instructor from Lakeview FFA in Columbus, Nebraska, says "Our Greenhands are asked to study the awards and programs wall chart that describes award areas and Foundation sponsor names. As an incentive, our seniors who want to earn the State Farmer award must take a 20-minute test which includes knowledge of all these sponsors."

In addition, you can make sponsors feel more appreciated by writing to tell



A simple letter from your chapter thanking sponsors is the single-most effective action members can take to ensure the continued success of the National FFA Foundation.

them "thanks." At first that may appear a little odd—writing to a company—but your letter can have a powerful effect.

"If every chapter member that received an award from a foundation-sponsored program would write one thank you letter, these sponsors would be overwhelmed," says Mariele, who also serves as president of the National FFA Alumni Association, and as a member of the National FFA Foundation sponsoring board.

If you and your chapter plan to boost your letter-writing campaign to sponsors, one of your first steps might be to order blank "thank you" stationery from the national FFA Supply Service. Next, develop a list of Foundation sponsor addresses and contact names. You can get most of this information from your FFA advisor. Once your list is fairly complete, you'll just need to update it periodically.

Of course, not every chapter owns a word processor. But writing or typing a short, sincere thank you note is a simple investment of your time that will reap far more benefits in the long run.

In return, sponsors offer an investment that's hard to pass up. Bernie Staller urges FFA members not to let that investment go to waste.

"What the sponsors are saying is, 'We're willing to put up some cash for programs, or awards, but you've got to take advantage of the opportunities,'" he says. "You've got to get out and participate, before you can receive some of those benefits. Otherwise, you'll be missing out on much of what FFA has to offer."

...

Bill Munsell: Man With a Mission

FFA members cheered and hollered when the FFA Foundation's record-high \$2.3 million figure was announced at the national convention last November. Most FFA members wondered if such a figure could be topped.

But the cheering was even louder moments later when Bill Munsell, the man in charge of raising Foundation funds for 1986, stepped up to the podium and confidently announced his goal for the year: *\$2.4 million. And counting.*

For those who know him, few doubt that Mr. Munsell will miss his goal. As chairman of Creswell, Munsell, Fultz & Zirbel (CMF&Z), an agricultural public relations firm, Mr. Munsell has a way of completing whatever goal he has set for himself or the organizations he believes in.

Each year a prominent agribusiness person is asked to volunteer many hours and resources to the FFA



Foundation's effort as chairman of the FFA Foundation Sponsors Board. These individuals are tireless professionals, dedicated to FFA and the future of agriculture. Like his predecessors, Bill Munsell more than fits those qualifications.

"We're supporting what I think are the best collection of kids in America," he says with pride. "They're incredibly good, and it seems that a great many of the past sponsors share my view on this. With these sponsors, support is not all that difficult to generate, in spite of the economy."

(Continued from Page 11)

Scott says when asked for advice for freshmen just getting acquainted with FFA: "Work hard while you're in high school—don't just sit around the classroom. Get involved in all kinds of FFA activities, no matter what kind of activities they are, and just try to be the best at what you do. Get involved, get in there and try your hardest. Sure, you'll have let-downs, there'll be days when you want to quit, but keep right on and it'll pay off for you."

Meticulous record keeping and other aspects of farm management are skills Scott learned in vocational agriculture, and which he utilizes every working day. He is now putting all of his dairy records, crop yields and financial information on computer, to facilitate comparisons from year to year. This will be an important management process, he believes.

His management advice to those contemplating entering farming today? "Start out real small, and don't ever borrow more money than your farming operation can handle. In other words, don't get too big for your britches."

David Sutherland, New York

Just over three years ago, the Eastern Region's 1985 Star Farmer entered into a three-way partnership in the purchase of a 217-acre farm at Hobart, New York. His parents own one-third, and his sister and her husband the other third. As executive secretary of the New York Holstein Association, David Sutherland's father is on the road or in his office two hours' drive away most of the time, so all the work—and virtually all the day-to-day management decisions—are handled by the two younger men.

To that partnership, David has brought the invaluable skills of goal-setting, record

keeping and management that he assimilated in vocational agriculture classes and through his membership in FFA. Sound management has been a vital factor in the development of the farming enterprise, calling for important (and frequent) decisions on many aspects of the operation.

The farm had not been worked for several years, so there was a great deal of planning, energy and work required to whip it into shape. Soon the partners were culling cattle and replacing machinery, and dealing with many unexpected projects—drilling a well, rewiring, replacing motors and the like. To enrich the land, improve the herd and plan new buildings and silos, the partners pooled their knowledge and experience, just as they had pooled their animals and machinery when setting up the partnership. That was when David's years of full involvement in vocational agriculture and FFA, and especially his SOEP, stood him in good stead.

Urging young FFA'ers to take full advantage of every opportunity to learn and acquire management skills, David says: "Today, efficiency is essential for a successful farm operation. With the farm that we have developed and improved, I feel we can be competitive despite the uncertain agricultural economy. By concentrating on the improvement of our herd through selective breeding and wise business decisions, I am confident we can build an outstanding herd, leading to increased profits and continued success."

Earning the American Farmer degree was one of David's ambitions from his freshman year, but he lacked the program to achieve it. But as soon as the partnership was formed to buy Chappel Bank Farm he decided to "go for it." The result—his share of the spotlight at the national convention and the honor of being the Eastern Region's Star Farmer.

With all this experience under his belt, what is David Sutherland's advice to someone embarking on managing a new farming enterprise? "The guy who is just starting out has got to face the fact that he doesn't know everything about the industry," he says. "So don't be afraid to ask for advice. Whenever we have questions about what we are doing, we are not afraid to ask someone who's been through it before us, and been successful."

Byron Tluczek, Idaho

Involvement in FFA activities is not something confined to just one person on the Tluczek farm at Melba, Idaho—it's very much a family affair. In addition to 20-year-old Byron Tluczek, the Western Region's 1985 Star Farmer, his father, mother, brother and sister are all very much involved.

Byron's older brother is a former state treasurer, his younger sister is currently an enthusiastic chapter member, his mother was the local chapter sweetheart



Byron Tluczek

(in the days before girls were admitted as members) and his father was state association president.

Byron's own involvement covered a full range of FFA activities at the chapter, district, state, regional and national levels.

"Being a member of the Melba Chapter will always be a fond memory," he says. "The experience I received in the vo-ag FFA makes me confident that I can be a successful dairyman. My goal is to expand and improve the family's farming and dairy operation."

For a young man who has set himself the high goal of becoming one of the best dairy farmers in Idaho, the skills he learned in vocational agriculture and FFA in evaluating dairy animals, participating on a number of dairy teams, are proving a valuable asset.

The Tluczek family is in the course of forming a limited partnership to operate the family farm of 1,800 acres, with a 900-head dairy. "We'll put all our assets together and operate as one business, each of us having a share of the business," he explains.

With that management responsibility ahead of him, Byron will be able to draw on the approach he has developed during his years in FFA: the necessity to sit down and work things out, to set goals and analyze his position against those goals.

As David Daniel, Byron's chapter advisor, puts it: "Immediately on joining FFA, Byron began to participate in activities such as dairy cattle judging, dairy products, crops judging, livestock and meats judging, to improve those technical skills necessary in today's agricultural world."

"Byron was also aware of the fact that some of the farmer's most important work is done in a business suit." ●●●

David Sutherland



What Can The Pigs Tell Us?

By David Keith



FFA members at Riverside High School in Lake City, Arkansas, are involved in a project which will help themselves, help their chapter and, possibly, help pork producers everywhere.

The whole idea started as something so the members could have animals to exhibit at the Buffalo Island Livestock Show this year, but has since expanded to become a research project to help pig farmers and to raise pigs to enter in state and national competitions.

"Buffalo Island probably got it all started," said Doug Ward, the advisor. The students were interested in showing livestock, "but if you're talking about a steer, you're talking about \$400 or \$500." A pig, on the other hand, can be purchased for "about \$50 or \$60."

Steve Cobb, who has a swine operation north of Lake City, "volunteered his farm" so the students could raise their pigs on a farm with all the proper facilities. "It's nice that he will take time out from his busy schedule to help 32 kids," Ward said. "We're fortunate not only to have a place for the project, but to have as nice as this."

Ward said Cobb is known throughout the state and country for the champion animals he raises, and that instantly gives credibility to the research part of the program.

When the pigs are weaned from their mothers this week, the research portion will really begin. The students will be monitoring the amount of feed given the pigs, how much of it they eat, their weight gain and also the weather conditions—including high and low temperatures, sky conditions, barometer, humidity, amount of rain and other factors.

The purpose of the project is not only to raise USDA Grade No. 1 pork, Ward said, but to find out under what conditions the animals attain their best growth.

Last year, the chapter raised only one market hog and the animal was named grand champion at the state fair in Little Rock. The most unusual thing about the animal, Ward said, was that it reached

Grade 1 specifications in only 140 days, while it normally takes some 180 days for an animal to meet all the growth criteria.

"Three-fourths of the total expense for (pork) farmers is feed and we're talking about taking almost one-fourth of the feed off" by reducing the growth time by 40 days or so.

The chapter had this success with one animal last year and is going to try the same thing with 33 animals this year—32 purchased by individual chapter members and one to be shown as a chapter project.

The numbers from the experiment are to be fed into a computer, said Bart Barber, the chapter member in charge of that portion. He said they will be able to tabulate through the computer, feed efficiency, gain per dollar and when the pigs gained the most weight.

After the animals are sold at the Buffalo Island sale and all the conclusions are drawn from the information gathered, Ward said the results will be published in the *Arkansas Pork Producers Journal*. Also, he added, the Cooperative Extension Service will help the chapter get the results in other publications.

Ward said he hopes the project, with some modifications, can be on-going. "We would like to do it a minimum of three years...to validate what we find. We're going to try and make it an

improved program next year. We're going to learn from our mistakes and grow with our accomplishments."

Besides the possible thrill of winning at Buffalo Island and learning about raising hogs in crop country, many of the students got involved in the experiment for their SOEP (Supervised Occupational Experience Program) which they are required to do as an FFA member.

There are other reasons to participate too, as John Milligan put it: "I grew up on a farm and I've always wanted to raise a pig. And now I have a chance to."...

(Condensed and Reprinted from the Jonesboro, Arkansas, Sun.)

FFA members overhauled these scales to be used in weighing the pigs on a regular basis.



Bart Barber typing in data from hog operation which is received daily.



A planning committee met consisting of members, the county agent, the advisor and Mr. Cobb.





National FFA Officers visit with officials at Satake Engineering Co. Ltd. Approximately 98 percent of U.S. rice mills are using Satake machinery.

Japan, In a Word

Through the sponsorship of Mitsui and Company, the National FFA Officers had an opportunity to spend two weeks in Japan. Their impressions reveal a country that is as surprising as it is familiar.

By Woody Cox

IN February of 1986, the national FFA Officers travelled halfway around the globe to the most developed nation in the far east: Japan. The purpose of the journey was to acquaint the young American agriculturalists with the culture, schools, farms, homes and agribusinesses of America's largest agricultural trading partner.

This year's team of officers each found a different word to describe their overall impression of Japan. Each of these words captures many different facets of Japanese life as seen through the eyes of the FFA representatives.

Size

National President Rick Malir's key word for Japan was *size*. The entire group was keenly aware of scale and dimension in many ways on the trip. Japan, the largest importer of U.S. agricultural products, is comparable in area to the state of Montana, with a population slightly more than half that of the U.S. Japanese homes are smaller, land prices are higher, and yards and farms are very small. Smaller kitchens and smaller refrigerators require daily shopping and subcompact cars and trucks travel the narrow streets and roads. Family planning has

become a major issue with the average family size being 3.7 persons.

The Japanese farmer is very selective in producing and harvesting quality products as evidenced by some of the largest strawberries, apples and carrots the officers had ever seen. In Japan we saw no small or inferior agricultural products being sold.

Hospitality

Hospitality was Coby Shorter's choice for describing Japan. The people were found to be very friendly and outgoing. Each of the officers spent three nights in the homes of families where they were welcomed with smiles and an opportunity to share customs despite the language barriers. The host father in one of the homes told Coby that "the snow will soon melt away, but our friendship will last forever." His words epitomized the warmth and welcome felt throughout the two weeks.

Loyalty

Kevin Coffman noticed that *loyalty* at home and on the job was paramount for the Japanese. In most homes there are three generations of family living and working together. The divorce rate is low

and unmarried children remain at home with parents and grandparents. Employment transiency is lower in Japan than in the United States and there is a low absentee rate at the workplace. Most workers are paid sizable bonuses every six months based on company profits.

Loyalty was also apparent in support shown for the national government. The young people of Japan are very proud of their country. There is a waiting list of volunteers who contribute three days of labor on the grounds of the Imperial Palace in order to meet the Emperor.

Efficiency

Efficiency is a hallmark of Japanese society and was chosen by Cindy Blair to
(Continued on Page 30)

Woody Cox, FFA Alumni and Kevin Coffman try their hand at chopsticks in a Japanese restaurant during the trip.



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best describe the country. Stores open promptly each day and customers are well-attended by sales clerks. Restaurant service is very fast, trains run on schedule, the crime rate is low and conviction rates are high in comparison to the U.S. Computers can be seen in use in many areas of the agribusiness operations with quality controls throughout.

Very little general farming was seen as most farms specialize in one livestock or plant product. All land was being utilized to its full potential. However, farms do not make the same use of computers or mechanization that was observed in factories or agribusinesses.

Transportation

It was *transportation* that impressed Kip Godwin. Trains were found to be the major mode of transportation for the Japanese. Travel on the super-fast "bullet train" at speeds of 150 miles per hour was sheer pleasure. The smooth-riding trains arrive and depart promptly pausing for only 30 seconds at a station. Taxi, bus and subway service also carry large numbers of people through the crowded streets of Tokyo where 12 million people live and work. Approximately one in every three adults owns a car and the Japanese clean and dust them daily.



School leaders, FFA members and host families say goodbye to FFA officers at train station following a two-day visit to Tajima Agricultural High School.

Transportation of agricultural products, as they were being unloaded from ocean vessels at the Kobe Food Industries Complex owned by Mitsui and Company, was impressive. Computerized suction tubes and conveyer belts facilitated speedy handling of imports at this facility.

Discipline

Robert Weaver was most taken with Japanese *discipline*. From the cadence of

people moving to their destinations in the morning to the students appearing at school in uniform, self-discipline was apparent throughout Japan. During visits to the agricultural schools the FFA officers learned of testing requirements that were more demanding than those in the U.S., five-and-a-half-day school weeks and a school year 40 days longer than ours.

Educational goals are very important to the Japanese. Students who do not meet entrance requirements for the university may attend several years of prep school in order to finally achieve their goal. In addition to education, discipline was seen in demeanor, dress, religion and respect of family and fellow man.

The National FFA Officers' understanding of Japan broadened significantly as a result of their two-week educational visit there. Their six carefully chosen words can only begin to articulate the impact of the trip.

As Japan continues to be the leading importer of U.S. agricultural products and a world economic leader, a good understanding of that country will be of great importance to each person involved in our own agricultural industry.

Cindy Blair reluctantly checks out an octopus at a wholesale fish market.



Facts About Japanese and United States Agriculture

	Japan	United States
Farm Population (thousands).....	20,808	5,787
Percent of population living on farm	17.4	2.5
Percent of work force engaged in farming	8.5	3.0
Average size of farm in acres	3	432
Number of farms (thousands).....	4,522	2,370
Total acres harvested (thousands)	13,371	293,944
Total average farm family income (includes non-farm income).....	\$27,000	\$24,000
Gross National Product (billions)	\$1,159	\$3,304
Agricultural products (billions)	\$46	\$138.5
Total exports	\$170,114	\$212,057
Agricultural exports (millions)	\$956	\$37,825
Total imports (millions)	\$136,503	\$322,989
Agricultural imports (millions).....	\$22,945	\$19,324

Data supplied by U.S. Embassy, Tokyo, Japan, and based on 1983 and 1984 statistics

Based on volume Japan is largest importer of United States in ...

Corn	Beef
Soybeans	Veal
Cotton	Poultry Meat
Hides and skins	Pork
Tobacco	Vegetables (canned)
Beet pulp	(frozen)
Alfalfa	Lemons
meal and cubes	Grapefruit
Logs	Potatoes (frozen)
Wood chips	Raisins

Chapter Scoop

by Jack Pitzer

Don't let the other guy do it. You take a minute to send in the hot scoop about nifty events or accomplishments from your chapter. Send them to Scoop, Box 15160, Alexandria, VA 22309.

N-N-N

Alumni in *Assumption Parish* in LA pays the phone bill for the FFA chapter, provides scholarships and helps pay the cost of the FFA banquet.

N-N-N

Advisor **John Leyden** will retire at *Scituate*, RI, after 27 years in that position. He will be honored at the chapter banquet.

N-N-N

Jan Bellma, member of *Eureka*, IL, FFA, was written about in a midwestern Kroger magazine since her dad is an employee of that firm.

N-N-N

Students in *State College*, PA, vo-ag have their SOEP record books rated gold, silver or bronze.

N-N-N

The 29th edition of the *Antelope*, AZ, FFA Newsletter features officer profiles about their officer team.

N-N-N

Colby, WI, FFA gave calendars to their faculty.

N-N-N

Placer FFA in Auburn, CA, organizes two days of competition like pig scramble, hay bucking, log sawing and obstacle course race for Aggie Queen contestants. After the election they host a dance.

N-N-N



North Pole, AK, Chapter has a new John Deere tractor. Wonder if Santa Claus himself delivered it or if any FFA member there has SOE placement in Santa's workshop.

N-N-N

A new 100-foot by 144-foot junior fair livestock building was dedicated in memory of **Doug Wilson** who was killed in an auto accident in 1985 while he was president of the *Bellevue*, OH, FFA.

N-N-N

"This past October our chapter was honored to participate in the filming of Jerry Thueck's video 'Future Farmers, USA.'" The *Coffee County*, TN, members were in the rural farm scenes. (See article in the February-March '86 issue of the FFA magazine, page 31.

Lots of Oklahoma chapter reporters sent in news about sophomore members attending the sophomore motivational workshop in their state. It is organized by the association and includes an opportunity to meet the national officers.

N-N-N

In October, officers of the *Yuma*, AZ, organized a Greenhand mixer and held it at the president's home and included barbequed hamburgers. After the meal, the barn was opened for a barn dance.

N-N-N

Hampshire County, WV, held an opening of their new 6,000-square-foot agriculture science building. The complex includes an 18-foot by 70-foot greenhouse and an IBM computer system.

N-N-N



The *Granton*, WI, FFA held an ugly farm pickup truck contest. Twelve trucks showed up. Member **Jeff Andrews** won the \$20 first prize for his truck with its "coat of many colors" that clanked, clattered and rattled as it drove.

N-N-N

What do chapters in warmer climates do during the winter to take the place of snow parties or ski trips? Tell us.

N-N-N

In the *Southeast*, OH, FFA they annually elect new officers at the January meeting. Then they are installed at the chapter banquet.

N-N-N

At the Greenhand and Chapter Farm-er initiation of *Glide*, OR, **Robin Quimby** spoke about the importance of FFA membership.

N-N-N

An SOEP exhibit in the city park was a Labor Day activity of the *Colchester*, IL, FFA. They brought out horses, pigs, rabbits, sheep, goats, geese, cows, corn and a tractor and exhibited them in a 30-foot by 60-foot lighted tent.

N-N-N

Three newsy items came from *Enumelaw*, WA, Chapter. The Alumni there hosted a potluck dinner for FFA members and their parents right after school started. Also the chapter is meeting with the recreation and parks commission to discuss restoring and improving the local parks. Finally, the chapter is earning money by helping a local potato farmer sell his crop.

Moffat County, CO, Chapter gives its member-of-the-month an FFA cap.

N-N-N

Over Christmas break, the *Monroeville*, OH, members were busy picking up used Christmas trees for use in constructing wildlife habitat. It was also a popular community service.

N-N-N

The BOAC project of *West Plains*, MO, FFA is construction of a garden plot at a home for the elderly.

N-N-N

Reminder in the *Robert E. Lee*, TX, chapter newsletter was that any members who purchased turkey poults must be ready for these day-old poults to arrive on January 8.

N-N-N

FFA President **Heath Mohrman** was crowned homecoming king at *Wellington*, OH. He also made the all state football team as defensive lineman.

N-N-N

Jason Harris, reporter of *Waldron*, MI, FFA sent word that in order to promote higher attendance, the chapter shows VCR movies after the meetings.

N-N-N

In *Lester*, AL, *West Limestone* FFA participated in Farm City Days by passing out pamphlets and talking to people about agriculture.

N-N-N

Las Cruces, NM, held a Food for America project on the parking lot of a popular grocery store. Members displayed their SOEPs and then were available to the public to explain where food comes from.

N-N-N

Any member of *Ozark*, MO, FFA who signs up 10 new or 30 former members for their Alumni affiliate gets a free trip to the national convention. As a result they have 608 FFA Alumni members and 38 FFA members have won the Legion of Merit Award from the Alumni.

N-N-N



DeWitt Central, IA, Chapter used ten people to work the coat check at the area beef banquet.

N-N-N

The *Kaneohe* Chapter in Hawaii offered to cook Thanksgiving turkeys for anyone in the community—Hawaiian style, in a imu underground steam oven. There were 100 responses and the chapter made \$500. **Erie Yamada**, reporter.

NEW MACHINERY



New Idea Farm Equipment Division has brought out a new 360 Series Model Manure Spreader line. The four conveyor type models range in capacity from 180 to 390 bushel. All four feature a one-piece, galvanized steel box that is seam-free to reduce leakage. A constant velocity PRO reduces stress on the drive line and gearbox.



Gehl Company's new Model 970 self-unloading forage box features an Even-Flow third beater and newly-designed cross conveyor to reduce unloading time. Offered with a ten-year warranty, the 970 is available in five sizes with capacities ranging from 397 to 750 cubic feet.

Tractors ranging from 32 to 170 PTO horsepower were recently introduced by Ford. The new Ford II agricultural tractors are equipped with double reduction final drive, wet disc brakes and differential lock. Powered by a big-bore, short-stroke diesel engine, the tractors offer synchromesh or Dual Power transmission and up to four remote hydraulic valves.



Brillion's new Super Soil Builder has a gang of 20-inch coulters up front that slices stalks and residue into small pieces, followed by three staggered ranks of chisels. A new hydraulic coulters control is available with an infinite number of cutting depths and can be raised and lowered on the go.



John Deere will have its new model 3150 tractor to dealers by this fall. The 95 h.p. tractor utilizes a mechanical front wheel drive (MFWD) system that engages automatically when sensors detect high engine exhaust temperatures. The 3150 is powered by a 6-cylinder, 359 cubic inch diesel engine and uses a 16-speed top-shaft synchronized transmission.

FOR 1986



DjPM1000



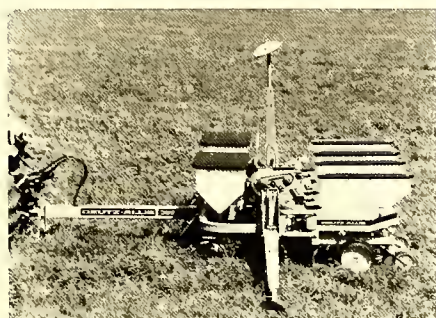
DjPM2000



DjPM3000

The Adams Hard-Facing Company introduces an updated 3-piece replacement sweep with a chromium carbide point which, in most soils, will outlast two sets of blades requiring only the side that is worn out to be replaced.

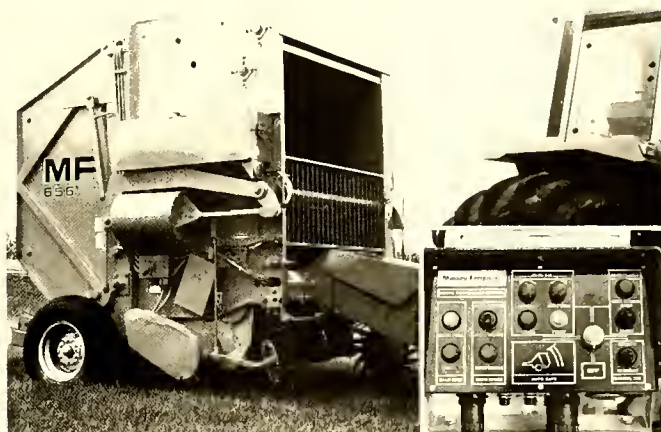
A new generation of Planter Monitors, the DjPM1000, DjPM2000, DjPM3000, have been developed by DICKEY-john Corporation. All three models feature photoelectric seed sensors and a flashing row indicator system that instantly detects interruption in seed flow. An automatic sensor check allows the operator to make sure the sensors are functioning properly.



A new planter line—the Model 385 series—has been created by Deutz-Allis Corporation. The planter features the Quadra Disk system which combines many planting functions into one.



Case IH has launched its new 1600 Series Axial-Flow combines and 1000 Series headers. The new rotary combines offer higher horsepower, increased elevator capacity, a new electric feeder and header reverser. The new headers provide increased capacity and cutting speeds to match the larger combines.



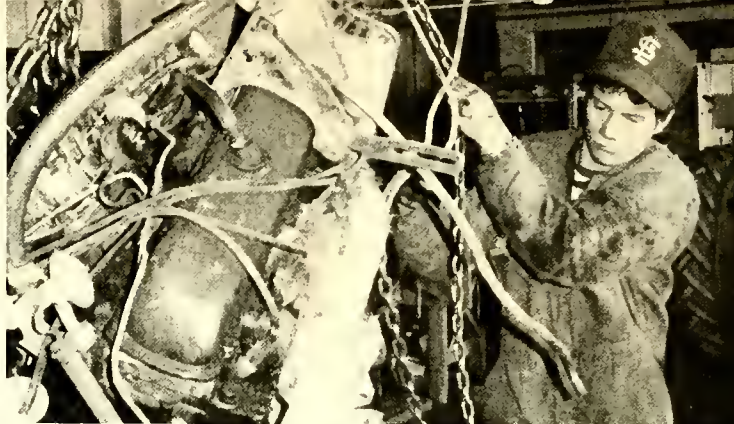
Massey Ferguson has introduced the MF 656 Smart Round Baler which offers such industry firsts as automatic baler steering, automatic twine w bale ejection. The "b baler is a tractor-mour and hermetically-seal baler.



A new, large capacity weigher mixer, designed to provide precise feed rations, is now available from Badger Northland Inc. The 270-cubic foot capacity BN4270 Tumble-Mix Weigher/Mixer features an electronic weighing system and is powered by a 7½ h.p. motor.



Gandy Company has developed "Orbit-Air," the firm's first speed-compensated application system for broadcasting fertilizer, granular chemicals or seeds. Interchangeable metering wheels activated by a ground-wheel drive provide constant application rates. Three models include implement mounting or skid-mount and trailer.



Left, Bryan goes to great heights to bring electrical power to his customers' farm installations. Above, Bryan's mechanical skills allow him to perform his own engine repairs and keep expenses down.

Power Mechanic

With a keen interest in agriculture and a desire for hands-on experience in electrification, Bryan Seidel is making all the right connections.

By Lawinna McGary

BRYAN Seidel lives in the bright lights of town, but he won the national agricultural electrification proficiency award by lighting up the country. His interest was first sparked when he visited FFA members' Supervised Occupational Experience Programs (SOEP) with his father, an FFA advisor. By the time that first farm visit was over he knew he wanted to be involved in agriculture in some way.

That early glimpse of country life was all Bryan needed to become hooked on agriculture. "The attitudes and responsibilities that the local farm kids had kind of rubbed off on me," he remembers.

As Bryan continued to accompany his father he saw FFA members learning about agriculture by doing their chores and by developing SOE programs that were usually related to their family's farming operations. But, Bryan had few chances for hands-on experience in agriculture. Since his urban location and limited finances held him back from farm work, it was easier for Bryan to help with his dad's sideline electrical business. In fact, Bryan was only 7 when he began assisting with simple wiring tasks such as laying out electrical boxes.

Taking Care of Business

As Bryan became more involved in

Seidel Electric his SOE program developed into an integral part of the company's expansion. He noticed that his dad was installing a lot of power generators because the company manufacturing the generators would not do installation. "Due to our location in Illinois we had several factors helping us sell generators: a high concentration of dairy and confinement operations, no local dealers, and fairly severe winters." He vividly recalls one winter in which many farmers were without power for four days due to an ice storm.

Bryan helped out during these emergencies. His duties soon progressed from routine, basic work to designing, constructing and servicing installations. As part of his SOEP he has designed and wired machine sheds, a log cabin and two confinement swine operations, in addition to tackling regular service calls and taking care of his own generator sales.

Even though 75 percent of their business deals with financially stressed farmers, Bryan's generator sales have increased yearly. "I think our growth is due to the fact that I sell the units installed as a complete package and because we have a reputation for quality. We're not afraid to back up what we sell."

Looking For Something More

As Seidel Electric expanded, Bryan learned quite a bit about agriculture by working with his SOE program, but he still wanted to know more. "I feel that to truly represent agriculture, you must know about agriculture," he says. For Bryan, this meant exploring all facets of the industry.

Unfortunately, as an urban FFA member, practical "on farm" experience was hard to come by. However, Bryan got his chance to learn more about agriculture through FFA and his freshman vo-ag class.

Bryan's father explained to his class all of the opportunities the FFA provides. He also told them they each had an equal chance to achieve. There was only one catch. It would take work—years of work. "As a high school freshman it was hard to comprehend," says Bryan. "But I knew the opportunities were there if I was willing to take advantage of them."

Bryan decided to get involved in those "learning by doing" activities. Among the contests he entered were dairy and livestock judging, farm business management and agricultural mechanics. He also placed second in the central region agricultural mechanics proficiency awards in 1984-85, and was named national Agricultural Electrification proficiency winner at the 1985 National FFA Convention. He is currently serving on the Illinois state officer team. "I'm happiest when I'm traveling and telling people about the FFA," says Bryan.

Rounding It All Out

Even though he has been very involved in agriculture and the FFA, Bryan was also on his high school's varsity track, baseball and basketball teams. He has achieved academically as well and was named an Illinois State Scholar in addition to various other awards. Still, he isn't satisfied yet.

To squeeze even more from his academic career, the 18-year-old is attending the University of Illinois, not surprisingly majoring in agricultural mechanization and agricultural engineering.

"Being well-rounded is a very important aspect of my life," he says. "It's the overall person that wins in life, as well as in contests." With this winning attitude, Bryan Seidel is powered toward a bright future. ●●●

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The coupon below authorizes FFA members to purchase tickets before they go on sale to the general public on May 15. This may be your only chance to get tickets. All proceeds from this event will be donated to the FFA to help fund existing and new programs.

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☐ Please send information about hotel/food and transportation package.

Maximizing Farm Profits

Preparing for successful careers in farming means combining the right education with some economic common sense.

By Dennis Reyerson

ACAREER in agriculture looks good. The University of Minnesota recently reported there are as many as four jobs for every ag student and that the profession looks bright and encouraging for those who prepare and take advantage of the opportunities. And high school and university ag programs are willing to help future farmers to be successful.

To be a successful farmer it helps to travel back to 1817 and learn about an economist named David Ricardo and his *Law of Diminishing Returns*. Ricardo's law sounds complicated but it simply means that if input is increased, it doesn't necessarily follow that output will increase accordingly. In other words, an extra 20 pounds of nitrogen on an acre of corn doesn't mean a farmer will realize a sufficient increase in bushels per acre to pay the additional expense of the nitrogen. This law is an important fact and can be applied to just about every farming function. All a farmer has to do is ask one question: "If I do this, will it increase or decrease my profit?"

When asked what a future farmer should do to prepare for a career in agriculture, Francis Januschka, director of the agriculture extension service in St. Cloud, Minnesota, recommends laying a solid foundation through education. "It all comes through the classroom," he emphasizes. But exactly what skills are required and what courses should an ag student take to apply Ricardo's law?

For the Record

Experts all agree that farmers should keep accurate records. These records will document areas of excess or increasing expenses and enable farmers to recognize the "red flags" of serious problems before they occur. Knowing their symptoms can prevent excessive expenses (input) and increase profit (output).

For record keeping and decision making, a computer is helpful, especially in large operations and dairy and feeder production. For example, the amount of milk from each cow is easily monitored by computer so that feed can be

regulated. When used for data storage, the cost per acre and unit cost of inputs are easily retrieved and compared to previous months or years. They will show clearly if rising expenses are due to increases in production, costs or mismanagement. Januschka recommends a multi-use computer so that all family members can use it. It isn't necessary to know why they work, only what they can do for you.

Once produced, a product must be sold. Urban Frank, an USDA agent, advises, "Know the best time to sell. Study the market and sell when the price is high, not when the product is ready."

In order to obtain the highest price, you need to understand marketing. Studying the futures, careful planning and forecasting can give you alternatives that will lead to higher profits. Marketing means knowing when to sell to make the highest profit, and sometimes it also

means being able to produce a product at the price-offered.

Reduce Expenses

Agriculture courses are obviously important, but which are the best? Let's look at the geographic area, type of soil and climate. A course in soils will enable you to decide which crop will do best and how much and what type of fertilizer to use. Climate influences the growing season so a knowledge of seeds is necessary. The area influences the amount and type of pesticides to use on various pests. Cold weather slows the growth of animals so shelters and feed are important. By knowing these subjects, you can then make the best purchase. Which product you use should be the one that maximizes profit by providing the better yield. If two products will do the same thing, consider the least expensive.

Another way to save money and time is to have a good shop area where

Many farmers are using homegrown feeds after analyzing for content, then supplementing with commercial products as needed.





A course in soils will help you decide which crops do best.

equipment can be repaired and preventive maintenance performed. But as Dennis Lehto, an ag instructor at the vocational school in St. Cloud, says, "Self help is good if an individual has the ability *and time*." By knowing Ricardo's law, you can ask, "Will I save money by taking time away from production to be a mechanic?" If taking the time to repair machinery means a crop remains in the field, it may be cheaper to have a professional repair it. A farmer's time may be worth more than the mechanic's.

Many cost-conscious farmers are using home-grown feed to reduce their expenses. Howard Pennertz, a co-instructor with Lehto, recommends analyzing for feed content and supplementing with commercial products if necessary. Here again, Ricardo's law plays an important part in your decision.

One expense that is often overlooked is insurance, and, like all purchases, benefits and cost should be compared. When a farmer needs life insurance, for example, financial counselors agree that term insurance is the least expensive and still satisfies the need. This lower cost frees up money for other purposes, such as a savings program, which is an important part of financial management.

Getting Help

In addition to vocational agriculture, FFA and university ag schools, there are many government organizations that can provide assistance. And new services emerging include private consulting firms. Learning about and visiting some of them in order to understand their functions will help farmers take advantage of the many services and programs offered.

All these experts agree that tomorrow's farmers will do well by using sound financial management and efficiency as the keys to success. In order to take

advantage of the growing possibilities in agricultural production and services, education is a necessity. Today, farming is more than a 16-hour day and must be operated as a business. All the alternatives must be evaluated before decisions are reached, and that means striking a balance between production and financial management.

Eugene Pulles, an ag instructor and FFA advisor in Sauk Rapids, Minnesota, believes "The FFA is a good way to learn, develop and polish ag skills." Jerry Hurrely, 18, and Doug Kilanowski, 19, FFA members from St. Augusta, Minnesota, agree. Both are currently studying for a career in ag business and credit the FFA for improving their self-confidence and public speaking. They also encourage FFA members to study and use sound husbandry.

That's why the FFA and ag programs are so important for future farmers. Farming is still a satisfying career. Careful planning and knowledge can make it successful as well. ...

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One Astronaut Was An FFA Member

The space shuttle tragedy in January devastated America and was felt in a special way in FFA.

The National FFA Officers paid tribute to former FFA member and astronaut Colonel Ellison Onizuka who was killed in the disaster.

Colonel Onizuka was an FFA member in Hawaii and had thought enough of his FFA involvement to take an FFA emblem into space on an earlier flight of the space shuttle Discovery, January 24-27, 1985. He later presented that FFA emblem plus other patches from his flight uniform to the National FFA Organization at ceremonies in Houston, Texas, attended by Vice President Bush.

Coby Shorter, current national FFA secretary, was on hand for that presentation during his term as state president of FFA in Texas. He initiated a tribute to Colonel Onizuka during the meeting of the national board of directors in Alexandria, Virginia, at the National FFA Center on Wednesday, January 29, 1986.

Other national officers Rick Malir, Kansas, and Cindy Blair, Oklahoma, shared the floor to convey the feelings of sorrow for the family of this former FFA member and express appreciation for his service to youth in agriculture.

Colonel Onizuka had also been an honored speaker at the annual chapter parent/members banquet of the Kalispell, Montana, Chapter in 1983.

Many community leaders were present, such as the mayor and county commissioner, along with other outstanding leaders and businessmen of Flathead County.

Colonel Onizuka spoke on the involvement NASA had with agriculture and pointed out the tremendous responsibility facing the agriculturalists of tomorrow. He inspired many young FFA members by his speech and later on in the evening when they got to meet him in person, shaking his hand and talking with him. *(Chapter news contributed by Lauri Wilcox, Reporter)* ●●●

Safety on Wheels

At Hopewell-Loudon High School auditorium in Bascom, Ohio, David Fruth, chapter president; Mike Thomas, vice president and other members of our chapter helped to organize our second annual three-wheel safety program for 67 sixth-grade students. David, Mike, Jay Frankart and Greg Foos assisted by bringing in their three-and four-wheel ATVs.

The safety program consisted of a safety film titled "Talking ATV Safety" which explained the correct procedures for operating and maintaining an ATV. The film shows step-by-step procedures and shows how three-wheeling can be a family experience.

The film was followed by our guest speaker Mr. Kirt Robison, our local

Honda dealer. Mr. Robison brought in safety equipment for use in ATV riding and racing. Mr. Robison did a demonstration stressing the importance of wearing a helmet while riding. In his demonstration he took a hammer and hit a safety helmet, no damage was done. Then he asked the students what would have happened to a person without a helmet? They all agreed that it is much safer to wear a helmet.

During the closing of our program the students viewed the four types of ATVs brought in by our members. The students really enjoyed touching the vehicles. The program concluded by handing out safety pamphlets and handouts to be made into safety posters. The top three safety poster winners will receive prizes from Robison Honda.

Next year we are considering holding the program outside so that we might be able to provide some hands-on experience. We see the need for three-and four-wheel safety programs in our community and hope that through our programs the students will be able to recognize the dangers and demonstrate a safe attitude when operating the ATVs. ●●●

Pie Buyers

Last Saturday night, October 26, the Rich Hill, Missouri, FFA Chapter had a successful evening with their annual FFA Barnwarming.

The first events of the evening were the traditional candidate contests. The class candidates competed in the follow-

ing: couple's wheelbarrow race, the log sawing contest, girl's and boy's bale throwing and the hog calling contest. The junior candidates, Shelly Martin and Jeff Juston came away as the winners.

The pie supper, a new activity, was held for the selection of the Barnwarming King and Queen. The candidates and their supporters brought in a total of 162 pies. Forty of those pies were sold through the auction and the remaining sold at a set price. The most expensive pie of the evening brought \$81 and was purchased by Mr. Jerry Mumma, Sr. With the proceeds from the gate and the pie supper, the chapter earned a total of \$1,143.90.

Following the pie supper, last year's king and queen crowned Jerry Mumma and Joy Reed of the freshman class as the new Barnwarming King and Queen. They earned a total of 59,300 points. Joy will also be FFA sweetheart. *(Marty Tourtillott, Reporter)* ●●●

From Waving Wheat To Shining Sea

Each year the Kansas FFA crops judging contest winner earns a spot on the Kansas Wheat Commission's grain marketing study tour. Mark Keller from the Salina Central Chapter, the 1985 winner, joined tour participants and traveled to Manhattan, Kansas, Kansas City and Houston, Texas, in November to see the grain marketing system in action.

"In Manhattan we visited Kansas State University's Department of Grain

Tractor Talent



The Fairview, Ohio, FFA held a farm tractor rodeo testing safe driving skills of members. It consisted of hooking up a wagon and backing it into a staked area, backing a fertilizer buggy and pulling an innertube through pylons without knocking them over. Local implement dealers donated tractors for the events. The winners, left to right, were; third, Brian Etchen; first, Dennis Zeedyk; and second, Darren Bok. ●●●

Members like Mike Thomas brought in their vehicles for the safety demonstration.



Science and Industry where they teach students about baking, milling and feed science," Mark said. "We also learned about the International Grains Program that sponsors short courses to teach people from around the world how to buy and use U.S. grain. The American Institute of Baking that we also visited in Manhattan is a school and research center for the baking industry."

In Kansas City, the group viewed the day's opening in the wheat pit at the Kansas City Board of Trade and the Archer-Daniels-Midland flour mill.

After the flight to Texas, Mark and the others visited export elevators on the Port of Houston owned by Cargill and Union Equity Cooperative Exchange. One facility was loading a ship of wheat bound for Israel, and the group got to go on board. They also viewed the channel from a tour boat to see the variety of shipping that occurs. Last year grain was the major commodity exported through Houston which is the second largest port in the U.S. for foreign trade.

"It was really interesting to actually see how the wheat moves through the marketing steps," Mark said. ●●●

Mud Mania

Ahhh! To have summer again. To frolic in the fresh air and play in the mud. The mud? Yes, last summer the Pike Valley, Kansas, FFA formed a mud volleyball team and participated in a local tournament during Courtland Fun Day.

Although the FFA team was not very successful, the players had a lot of fun and were good candidates for a laundry soap commercial after the game. Mud volleyball has gained popularity the past

Muddy volleyball stars are Vance Jensen, Darla Mainquist, Craig Nelson, Jill Johnson. Barbara Russell and Joel Mahin.



two years in the Pike Valley FFA area. If you haven't had a chance to watch or play mud volleyball, give it a try. Pike Valley FFA members plan to try their luck again next summer. (Brent Larson, Reporter) ●●●

The State Winner

The New Jersey FFA Association was honored with the Willard H. Allen Agricultural Communications award by the New Jersey Agricultural Society on January 21, 1986, at the state agricultural convention. This award was presented to the New Jersey State FFA Association for the promotion of agriculture in New Jersey.

FFA chapter visitations by state officers, a tour of the state Departments of Agriculture and Education, annual leadership conferences, FFA contests, the attendance and participation in many agricultural related conventions, including the New Jersey FFA convention, contribute to the awareness of agriculture to the public. Television, radio and newspaper public service announcements also help the New Jersey FFA promote

(Continued on Page 40)

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agriculture in the urbanized state of New Jersey.

Media relations and public appearances by FFA officers work together to build a positive image for tomorrow's future in agriculture. (Ms. Lynnette Brubaker) ...

Green for Green

The Suffield Regional Chapter in Connecticut held their annual Christmas Sale from December 2-13, 1985.

We made and sold wreaths, Yule logs, cemetery boxes, door swags, wall hangings, birch reindeer and centerpieces. This sale has been an ongoing tradition, helping chapter members raise funds for their annual awards banquet. This year over \$4,000 was earned. All aspects of the sale are overseen by the students from the gathering of materials to publicity to storefront sales. (Patrick Manfreda, Reporter) ...

The Keys to Success



The North Montgomery, Indiana, Chapter presented a new tractor to the Indiana State FFA Association and the state camping facilities. Indiana owns and operates its own camp and facilities. The combined tractor/mower will be very useful to the association since the campground has about 35-40 acres that is mowed. Belinda Weaver, North Montgomery Chapter president, presented keys to the tractor to Tom Knollman, state vice president, center, and Michael Smith, state camp director, right. ...

Micro Contests

The Collegiate FFA Chapter at Southern Illinois University in Carbondale has conducted an agricultural applications microcomputer contest for Illinois high schools and community colleges.

The college contest was held in February of 1985 in Peoria. Three-person teams from seven colleges participated. The high school contest was held in March with 55 high school students participating.

The contest is completed in four parts. Part one is a 20-item multiple-choice quiz of computer terms and definitions. Part two requires the student to complete an agricultural spreadsheet template. Part three incorporates the construction of a BASIC language program input and print statement with the solution of an agricultural formula problem. Part four involves writing corrections for an incorrectly written BASIC language agricultural program. ...

Hats for Sale

The Montgomery County Joint Vocational School FFA Chapter at Clayton, Ohio, recently held their annual FFA hat auction to benefit the Children's Medical Center.

Sponsored by the farm management students, this year's sale netted \$735 for the Center. Over 90 hats and jackets were donated by various farm-related dealers and manufacturers, which were then sold to the 275 FFA members and instructors in attendance.

Conducting the sale was Rich Bair, a 1985 graduate of the farm management class, who is now a licensed auctioneer.

The chapter at the Montgomery County JVS has 260 members and 16 instructors, with eight programs in five taxonomy areas. ...

Tree Planting Granted

The Cascade FFA, located in Mechanicsville, Iowa, has been selected to receive one of the first Plant America's Trees grants from the American Forestry Association.

Plant America's Trees is a national program that helps people solve environmental problems in their community by planting and caring for trees. Five pilot projects were selected out of more than 25 applications submitted from all across the country. Each will receive a grant of up to \$1,000 funded by the American Forestry Association and Pioneer Hi-Bred International, Inc.

The Cascade Chapter's project will plant trees on severely eroded land owned by Wilbur Johnson in Mechanicsville. The land had been in row crops and then was heavily pastured. This resulted in damage to adjoining timber, and soil deposition downstream. In addition to solving these problems, the newly planted trees will establish habitat for wildlife, and the amount of water runoff during peak periods should decrease by 75 percent or more.

Several cooperators such as the Soil Conservation Service, Twin Rivers Pheasants Forever, the Cascade Forestry Service, Inc., and Jones County, Iowa, are involved in this project.

Selected Plant America's Trees projects receive matching grants of up to

\$1,000 for the first three years of the project. The required three-year minimum for these projects ensures survival for the trees and makes people aware of the need for long-term commitments to natural resources.

For more information on how you can Plant America's Trees and solve local conservation problems, contact the American Forestry Association at 1319 18th Street, N.W., Washington, D.C. 20036. The annual deadline for applications is September 15 for projects beginning the following spring. ...

Door-to-Door Thank You



The Utica, Mississippi, Chapter of the FFA was honored by St. Jude Children's Research Hospital (located in Memphis, Tennessee) for its support in the community's annual fund-raising campaign on the hospital's behalf. More than 30 members participated in a door-to-door drive held after school hours. From left to right are: Gerald Smith, Jr., St. Jude chairman, who presented the chapter an award certificate from St. Jude's; Lawrence Wilson, chapter president for 1985-86; and Sammy White, advisor. (Photo by Allen Gandy) ...

Berries and Bows

The Limestone, Maine, Chapter made Christmas wreaths to raise money for a parent member banquet. Twenty members participated and made 40 wreaths. They sold fast. We made a small wreath for \$5, a medium for \$6 and a large for

The Banquet Scene

Every FFA chapter hosts an annual banquet—often in the spring. They honor parents, recognize achievements of members, thank alumni, school and agribusiness leaders.

What happened at your chapter's banquet? What was the high point? What made it successful?

"FFA in Action" editor is offering FFA corduroy caps for chapter reporters for the five best banquet stories submitted by July 1, 1986. PLUS caps for the five best banquet scene photos. Show new ideas, innovations, suggestions. Mail to Banquet Scene, FFA in Action, Box 15160, Alexandria, VA 22309. ...

\$7. The wreaths were decorated with bows, pine cones and various berries. We made them from balsam fir which members collected from George Lagassies' woodlot. The project was a good fundraiser and helped to spread holiday spirit and the FFA name throughout the Limestone community

State of the Art in Cattle

A dozen members of the Bonanza, Oregon, Chapter attended a demonstration of embryo transplants in beef cattle. Thanks to Bruce Topham and the Kemper, Salers Cattle Ranch, these students were given a look at some of the high technology that is helping the cattle industry.

Embryo transplants are an excellent way to rapidly increase the number of offspring that a highly valued cow can contribute in her lifetime.

A special team of veterinarians performed the flushing of embryos from top, fullblood donor cows and then surgically implanted the embryos into selected recipient cows.

Students were given a chance to observe the embryos under a field microscope. Everyone involved is looking forward to seeing the new born calves this summer. (William Harworth, Advisor)

Pheasants on the Loose

Another batch of healthy adult pheasants has been released into the Unionville-Sebewaing, Michigan, countryside as the final phase of a project for the chapter there.

Lori Haag, Jeff Welther, Andy Spannagel and Donald Kain, Jr., raised more than 75 pheasants giving the birds 16 weeks of careful nurturing, watching them develop and at the same time protecting them from harming each other.

The members' responsibilities included building a facility, controlling disease, rationing food, tagging each bird before release and choosing or developing a habitat for release.

Before receiving pheasant chicks, the FFA received approval from the Department of Natural Resources. After approval, arrangements were made for delivery of the one-day-old hatchlings, and the DNR provided ten pounds of feed and an anti-pecking device for each bird.

Partial funding for the project was provided by a grant from the Rural Rehabilitation Corporation of Marshall. FFA members provided their own resources in building the necessary facilities and flight pens and the FFA treasury funded food costs for the entire period of raising the chicks to maturity.

Farm Work

The Clay Center, Kansas, FFA Alumni Affiliate is off and running. We are excited about the many ways in which we can support our local FFA chapter.

Securing a school farm for the department was one of our first undertakings. Thanks to the efforts of the school board, administration, vo-ag instructor and various members of the FFA Alumni, the school farm is now a reality.

Vo-ag instructor Jay Bohnenblust plans to use the farm, located on school property just north of the high school, as a teaching tool for virtually all of his vo-ag classes. The farm management class will be making many of the management decisions for the farm.

The learning process has already begun as wet weather taught the students that you don't always have ideal conditions when trying to get a wheat crop in. However, they finally were able to get the wheat drilled choosing to plant 4.1 acres using no-till on soybean ground. Conventional tillage and drilling were used to plant another 2.5 acres of wheat, half on milo ground, half on setaside acres. Row crops will be planted on the remaining acres in the spring.

The Toothbrush Fairy



The Carthage, Missouri, Chapter donated toothpaste and toothbrushes to a local dentist for distribution to less fortunate families during a free dental clinic. This practice has become an annual event. Dr. Richard Parks accepted the supplies from Carthage FFA member Gina Howard.

The Food Story

The Ysleta, Texas, Chapter combined its annual Food For America program and its efforts to collect food for the hungry in their area.

Chapter members worked with a local wholesale food store to set up a children's barnyard and display area in their parking lot. Students served as instructors explaining about the sources of food and passing out Food For America materials to elementary children.

Over \$400 was raised in concession proceeds and 1,000 pounds of food was collected.

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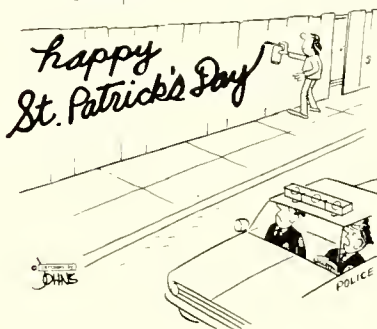
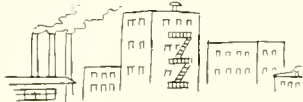
The Joke Page

The other day when I was walking down the sidewalk in my local town I noticed a sign in the window of the local shoe store which read "Over 1,300 soled."

Roger Campeau
Sandy, Oregon

There was a small town in Mexico that loved baseball. One day they decided they were going to send one person to the World Series. They drew lots to see who would go and they chose Jose. When he got back he told them people in the U.S. are the greatest. The game was sold out. He asked the lady if she could give him just one seat. She said, "All right, I've only got one seat left and it's on top of the flagpole." He took it and climbed up. When he returned home, he said, "Americans are so nice. They all turned around and put their hands on their hearts and asked me, 'Jose, can you see?'"

Bill Odom
Claremore, Oklahoma



"Graffiti is graffiti, O'Malley—
Go bust him!"

Q: What's the difference between a Tennessee chigger and an Oklahoma chigger?

A: One picks the banjo.

Michael Scott
Atoka, Oklahoma

Two cows grazing along a highway saw a tank of milk on its way to the distributor. On the side of the truck in large letters was a sign which read "Pasteurized, homogenized, standardized, Vitamin Daddled." One cow turned to the other and remarked, "Makes you feel sort of inadequate, doesn't it?"

M. Reasner
Indianapolis, Indiana

One day three boys and a father went fishing. One of the boys dropped his wallet in the water. A carp jumped from the water and grabbed it, then passed it to another carp, then another. The father said, "Boys, you have just witnessed carp-to-carp walletting."

John Powers
Flippin, Arkansas

A city slicker moved to the country. When it came time to kill his first chicken, he caught the victim, tucked it under his arm and started reading a book on poultry processing. As he stood reading, he noticed his neighbor watching him.

The old man just smiled and said, "Reading him his rights, eh?"

Lynette Howard
Snowflake, Arizona

A young woman stalled her car in the middle of a busy intersection. An impatient man behind her honked his horn steadily. Finally, she went back to him and said, "I don't seem to be able to start my car, but if you'll start it for me, I'll stay here and lean on your horn."

Lanny Baldridge
Clearfield, Kentucky

After the first snowfall of the season a father inspected his sidewalk which he had ordered his son to clear. He noticed a narrow, crooked path had been made. He looked at his neighbor's walk which his son had contracted. It was perfectly cleared. The father asked for an explanation, and the son said, "Dad, that's the difference between free enterprise and dictatorship."

M. Reasner
Indianapolis, Indiana

Did you hear about the two shepherds who formed a partnership? In the spring, they shear and shear alike.

Kelly Fogle
Hopedale, Ohio

Mailman: "Young man, is this package for you? The name is smudged."

Young Man: "Nope. My name is Smith."

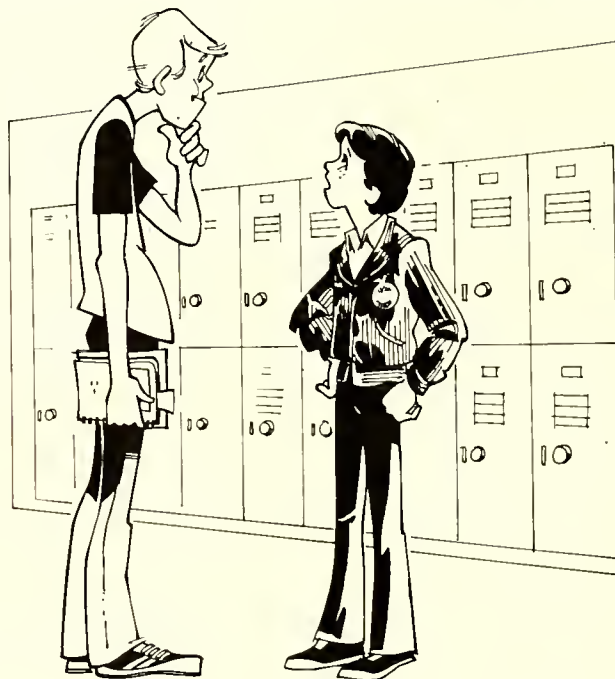
Eugene Essen
Rush City, Minnesota

Q: How many wives does the minister give the groom in the wedding ceremony?

A: Sixteen. Four better, four worse, four richer and four poorer.

Keith Koenig
Burfordville, Missouri

Charlie, the Greenhand



"Can we finish this conversation sitting down?"

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